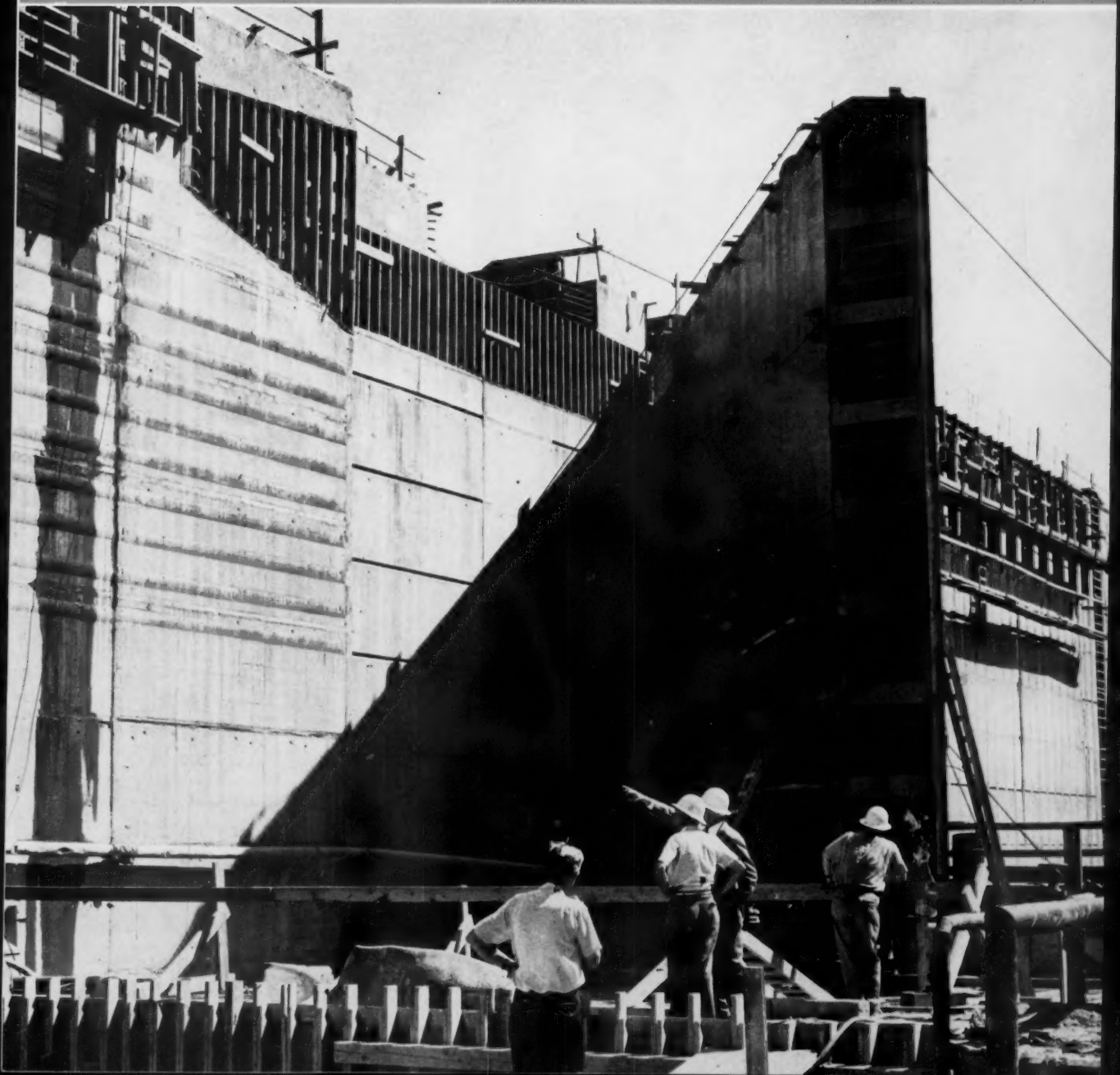


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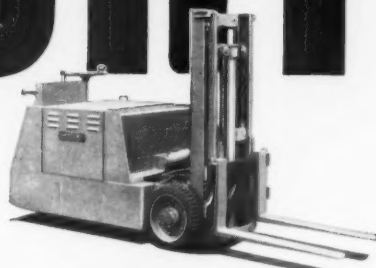
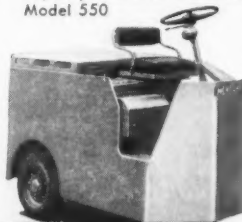


MERCURY



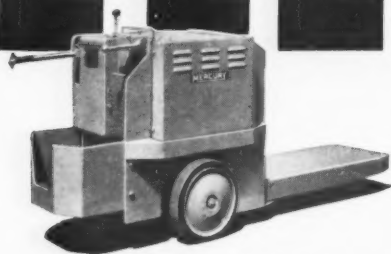
SIT-DOWN CENTER CONTROL FORK TRUCKS. Models in 2000 to 8000 lb capacity. Regular or heavy duty power supply Model 330.

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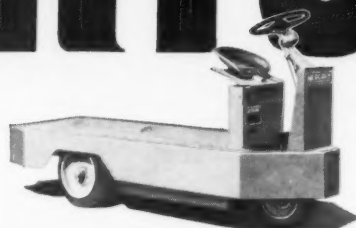
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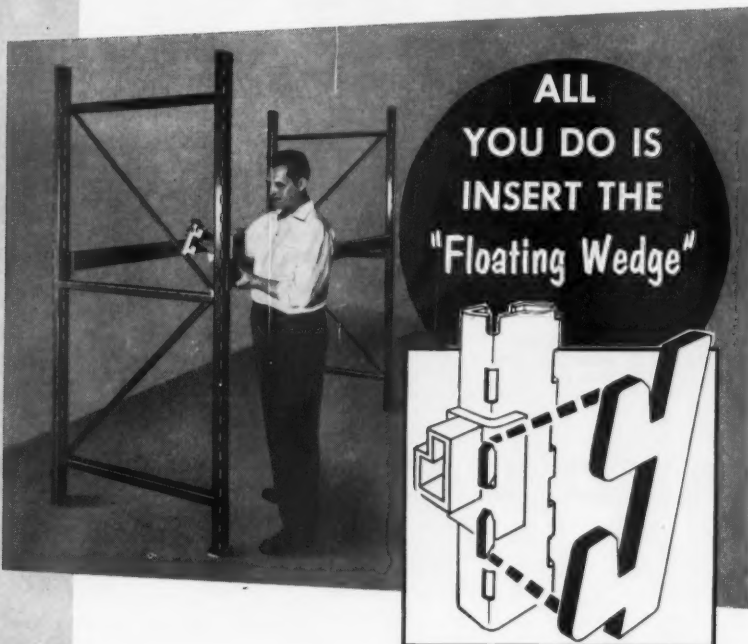
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Sturdi-Bilt's prefabricated factory welded components let you set up your storage with tested, pre-determined, controlled load factors. The human element is eliminated — there is no risk of labor variations during field assembly. Write for Sturdi-Bilt's special "Load Chart" and complete details.

*U.S. Patent No. 2760630 Other patents pending.

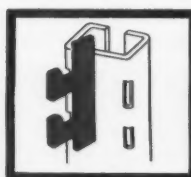


ALL
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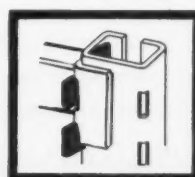
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SEPTEMBER 1957

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September 1957

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The accelerated pace of business and industry reflected in the ever-changing New York skyline is a fitting backdrop for the accelerated pace and performance of the new *Clarklift*.

HERE'S WHAT NEW YORK CITY USERS THINK OF THE NEW CLARKLIFT

New York is a city where the worlds "newest, largest, tallest, greatest" are heard more often about a greater variety of subjects than any other single place on the face of the earth. This bustling metropolis, seemingly in a perpetual state of rebuilding or remodeling itself, is hungry for new ideas, new equipment that will keep pace with the ever increasing tempo of its business and industrial activity.

A product that does not meet these demands will not survive. A product that does will be received with open

arms. This has been the case with the new *Clarklift*.

This new *Clarklift* deserves its description by the typical New Yorker as "the greatest". A completely new design in lift trucks, it incorporates features that were once thought impossible to build into such equipment. No-clutch driving, for instance, or a shorter turning radius. Lifting speeds are much faster. A single lever controls all lift and tilt action. Much has been done to improve driver comfort.

These are only a few in a long list

of outstanding developments built into the new *Clarklift*. Why not ask for a competitive test at your convenience? Your Clark dealer will be glad to cooperate. He's listed in the Yellow Pages.

**CLARK®
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Industrial Truck Division
**CLARK EQUIPMENT
COMPANY**
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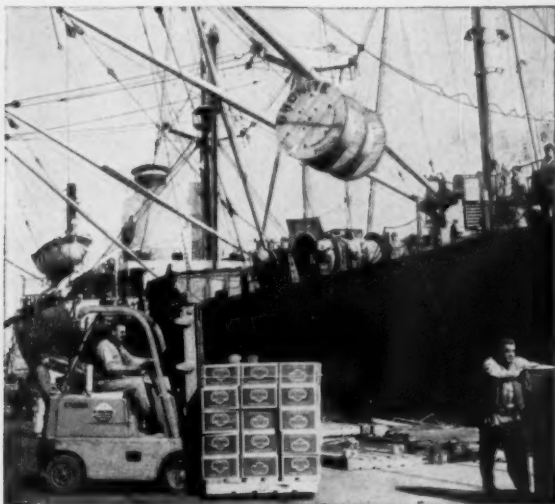
CLARKLIFT is a trademark of Clark Equipment Company



ELM COATED FABRICS CO., INC.—One of the largest producers of vinyl plastic fabrics, quality control and cleanliness are of prime importance. "We even translate quality to the type of equipment we purchase," says Robert G. Heller, production superintendent, "and we're sure there's nothing better than this new *Clarklift*."



AMERICAN AIRLINES—Meet Herb Gussow, Foreman of Automotive Services. "We know we can depend on equipment that bears the Clark name," says Mr. Gussow. "This new *Clarklift* is by far the most serviceable truck available. That's why we chose it."



INTERNATIONAL TERMINAL OPERATING COMPANY—This is the largest contracting stevedore and terminal operator in North America. Port Newark Manager Nick Montanino likes "the speed of operation of this new *Clarklift*. Our superintendents, drivers, and mechanics like the improved performance and accessibility for repairs of this truck."



KRASDALE FOODS—Over two and a half million pounds of food a week are handled in one of the largest wholesale grocery warehouses in New York. Charles Krasne, Vice President, reports there are many features he likes in his new *Clarklift*. Moreover, "it is less expensive to operate."



CONVER STEEL AND WIRE COMPANY—"The drivers like the easy handling of the *Clarklift*... simplified controls are responsible," says David Connelly, Plant Manager. "And the no-clutch automatic transmission saves a lot of wear and tear on the truck too."



SEARS ROEBUCK & COMPANY—There's more than 100,000 square feet of space in this big Sears warehouse. Shipments are fast and furious. No wonder warehouse manager, George Sheehan thinks a lot of his new *Clarklift*. He says, "It's the easiest handling truck yet... and that gets the work out faster."

SPECTOR ***MID-STATES***

**Taking the things of America
where they're needed...
when they're needed**



THIRD DEGREE FIRST - Only in learning of your needs, in analyzing your observations, in studying your recommendations can we continue to develop and perform the *total* transportation service you and your company should have. We trust nothing to memory when it comes to recording your needs . . . your observations . . . your expectations. Our salespeople carry notebooks and many a sharp pencil. So do the "Men of Decision" who conduct our *Customized Shipper Conferences*.

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SPECTOR FREIGHT SYSTEM, INC.

CHICAGO 8

TERMINALS IN PRINCIPAL CITIES

The Man At The Top Of Our Organization Chart ...Is You!



TED BAKER
Senior Vice President
Spector—Mid-States

THE PHRASE "Customer Service" is much with us these days. And for very good reasons, indeed. For never before in the history of American commerce has the job of satisfying the man who pays the bills taken on such large proportion. The customer is not only king . . . he's the whole royal court.

When, in the fall of 1948, we of the Spector—Mid-States management group sat down to map the course of our Company's future and draw up the organization chart that was to guide our growth and expansion, someone at the big table casually suggested that we "put the customer at the top of our organization chart". Now here was a really unique idea! Especially in a day when demand far outstripped supply—and the customer was far less important than getting the goods produced.

"Put the Customer at the Top of the Organization Chart". The more we thought about the idea the better sense it made. We realized, even then, that we were on the threshold of a major industrial revolution—a revolution in distribution. There were and would be significant changes in producing, selling and buying in the immediate future. (And changes there were!) If we were to fulfill our objective—the efficient transportation of goods at *all* levels of distribution—it became imperative that we acquire a close and thorough appreciation of this dynamic market.

And so we made two decisions: First, we would put the customer at the top of our organization chart. Second, we would build our organization and facility under his *expressed* direction.

We set up a number of basic techniques for studying the continuing needs of our customers. One, the Customer Conference where each month at each terminal location we invite a number of shippers from all phases of industry to participate in business seminars with our salesmen, drivers, terminal managers, top executives. We can directly point to the recommendations and observations made at these meetings as perhaps the most important influence in shaping the methods and facilities employed by us today. The Customer Conference gives our non-sales people a fine opportunity to meet with and better understand the problems and expectations of our customers. In addition to the Customer Conference, we further our investigation through sales-

men interviews and mail surveys. Our management and research staff review these suggestions diligently.

Just what does the Man at the Top of Our Organization Chart ask of us? First, he asks, "Give us a mass transportation service that is comprehensive in scope at a price we can afford. Give us a service that is dependable and friendly. Give us equipment that is specifically designed to handle and transport our products safely and economically. Provide us with selling, operating and administrative practices that blend well with our own. Give us, in short, a freight transportation service that will help us do our own job more efficiently—that will enable us to satisfy our customers".

And so we set to the task of providing for the wants of our new Head Man. It was not of a day's doing, nor of a year's.

Through our various conferences and interviews one observation was made clear: we would be as good as our people. For unlike the producers of goods for resale, our product was service—and service is people. We committed ourselves then, as today, to building an organization in which every man and woman from president to driver, from switchboard operator to terminal manager, from dockmen to dispatcher would reflect our Company's philosophy of *Customerized* service. We went into other industries—plastics, education, law—as well as our own to find young people with management potential. We invested a good part of our time and dollars in developing the aptitudes, the abilities and attitudes we found our customers desired. We leaned heavily—and still do—upon the vast experience of our wise elders before putting any of our new procedures into the field. The development of people, newcomers and oldtimers alike, is more than a management objective with us . . . it's a preoccupation!

It goes without saying that basic to any productive transportation service is an efficient physical plant—modern terminals, strategically located; a complete range of line-haul power and trailer units; a versatile city fleet. We invested in these. We invested, too, in the research and development of electronic inter-terminal communications and billing, in metropolitan radio dispatching. Our every move was preceded by the careful scrutiny and approval of the Man at the Top of Our Organization Chart.

Yes, customer service is more than a platitude at Spector—Mid-States. So important is this concept that this year we have established a complete Customer Service Section as part of our Sales Division. This section is staffed by a group of able, marketing-minded men and women whose responsibility it is to make sure that *all* of our departments perform to our high standards of customer service. This group is charged with the responsibility of our continuing study into your problems and needs. Any and all of our sales, public relations, and operating procedures may be altered under their recommendation. The next Customer Conference you attend will have been planned, held and reviewed by our Customer Service people. The next Directory of Points Served, the next Terminal Service Card you receive will be prepared under their guidance. Our telephone procedures, our tracing techniques, our employee development activities—all are within their province. All are conducted in terms of attaining fullest customer satisfaction.

Customer Service as we define the term is: *helping you serve your customers.* We at Spector—Mid-States fully recognize the economic implications of making sales and keeping customers. We recognize, too, the great potential we and other carriers are capable of contributing to your marketing progress. Lowered inventories, immediate availability of goods and materials, and lower delivered-price are but a few. We are fully aware of the fact that the more competitive advantage we provide you, the greater the likelihood that we will enjoy your continued confidence and patronage. And we, like you, need sales.

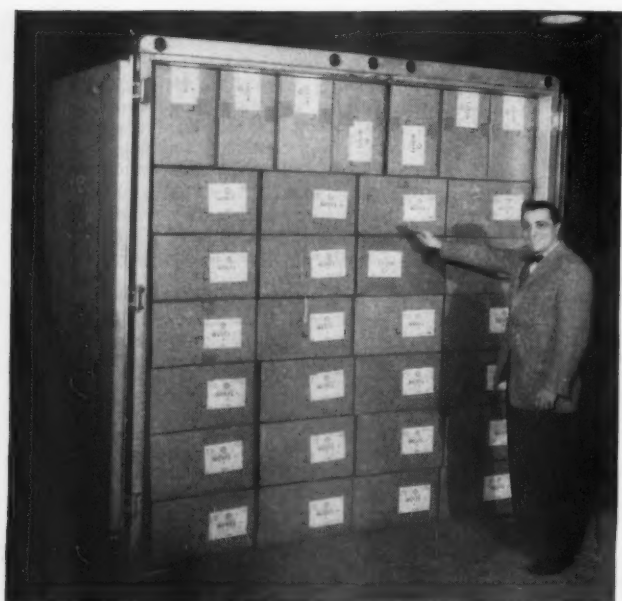
Yes, *Customer Service* is a phrase very much with us these days. That is how it has always been at Spector—Mid-States. That is how it will always be.

H. E. "Ted" Baker, Senior Vice President and member of the Board of Spector Freight System, Inc., ranks among the important names of American transportation. His more than 25 years in the field includes an active role in fostering motor freight public and industrial relations. He is a member of the Mid-West Eastern Seaboard Conference; on the Board of Governors of the Regular Common Carrier Conference and a member of the Executive Committee of the American Trucking Associations; past President of the Central Motor Freight Association of Illinois and Chairman of the Board. Baker, his wife Jean and their two sons reside in suburban Palos Park, Illinois.

Lombard loads 16% more in Trailmobile **LO-LEVEL** vans



Loadings for U.S. Rubber, Footwear Division,
average 16% higher by volume
than drop-frame loadings



"Our new Trailmobile Lo-Level vans are paying for themselves on hauls for U. S. Rubber Footwear Division", says Nick Lombard, Jr., Waterbury Terminal Manager for Lombard Bros., Inc.

"We're loading more than we were formerly able to get in drop-frames and considerably more than we could accommodate in straight floor trailers. In fact, I'd say two Lo-Level vans will do the work of three conventional straight floor vans."

"Moreover, all of our shippers like Lo-Level's big capacity and straight floor loading features. Because lift trucks can go all the way in, we've

Securely packed from floor to roof.

Nick Lombard, Jr., indicates Trailmobile's big capacity in this view showing a fully loaded Lo-Level van at the Footwear plant of the U. S. Rubber Company. "It's easy to see how we're hauling more per load for this customer", says Nick.



eliminated double handling at the front—and there's never any need to shore up cargo to prevent damage in transit."

"One more point. We found that the Lo-Level upper fifth wheel allows tractor coupling at all angles up to 90° without damage to bolsters—a big advantage in tight, crowded loading areas."

"So by often accommodating substantially more freight and by saving time and labor in loading and unloading, these Lo-Level vans are making a real contribution to the service we offer our shippers."

TR-621

"Straight as a string from dock to nose."

This is how Al Ragozzine, Lombard's maintenance superintendent, describes Lo-Level's ideal dock height and straight floor features. "With Lo-Level's the trailer floor is just like a smooth extension of your dock. There's no step-down to get into the trailer and no step-up to get to the nose." He is shown here (at right) with Mr. A. H. Nelson, U. S. Rubber's Traffic Manager.



C/I O LO-LEVEL
*Customer Individual Design

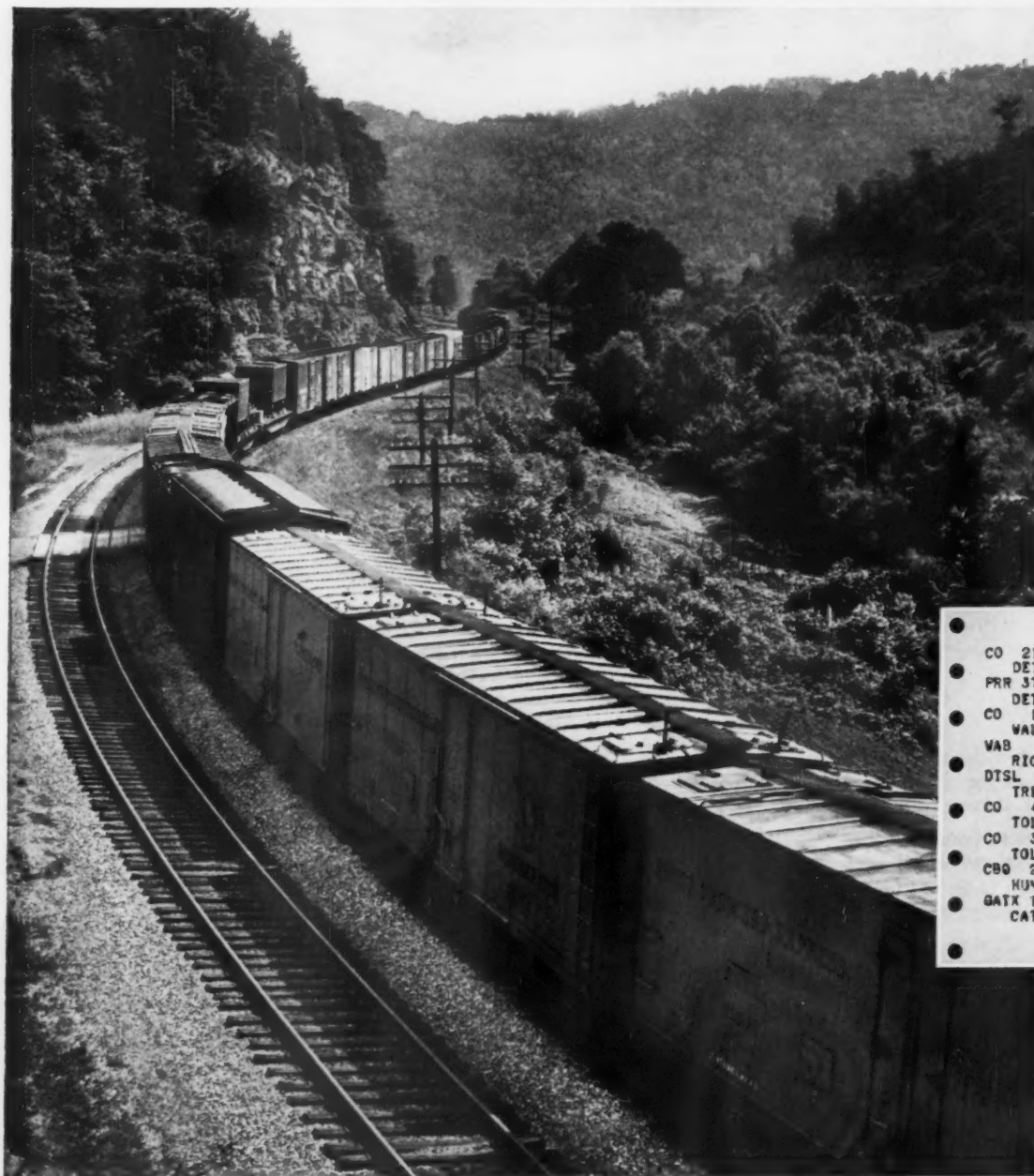
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Is your car in this train?

In minutes after the train left the classification yard, a list of its cars was teletyped to C&O's new Car Location Information Center (CLIC for short). Reports come in there — always by Teletype — from all yards and interchange points all over the system.

As these reports come in, the information is automatically punched on cards and the CLIC machines take over.

From CLIC each car movement report is teletyped to two C&O freight traffic offices — those serving the territories of origin and destination.

CLIC's 30,000 miles of circuits is the world's largest transportation teletype network. C&O can tell a shipper almost instantaneously exactly where his freight car is anywhere on the railroad.

TRY CHESSIE'S CLIC, NOW!

Route a car via C&O. Ask the C&O Traffic Office to keep you informed of its location. This simple test will show how useful CLIC can be to you.

♦ ♦ ♦

Would you like a copy of a new booklet describing CLIC? Just write:

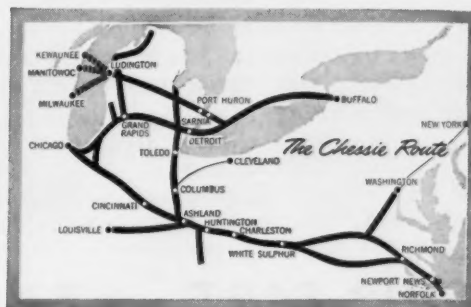
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STL CO	BO VLE TOLE 14 19	
FOST WARREN	OH AYERS IRON ST	0164EVALB0615 01
STL CO	BO VLE TOLE 14 19	
TOLE CLEVELAND	OH MIDWEST MOTOR	0099VHUNT0614 20
NG IND CO NYC		
FOST CLEVELAND	OH SMALL OIL	5960VASHL0614 21
OIL RF CO	NXP	

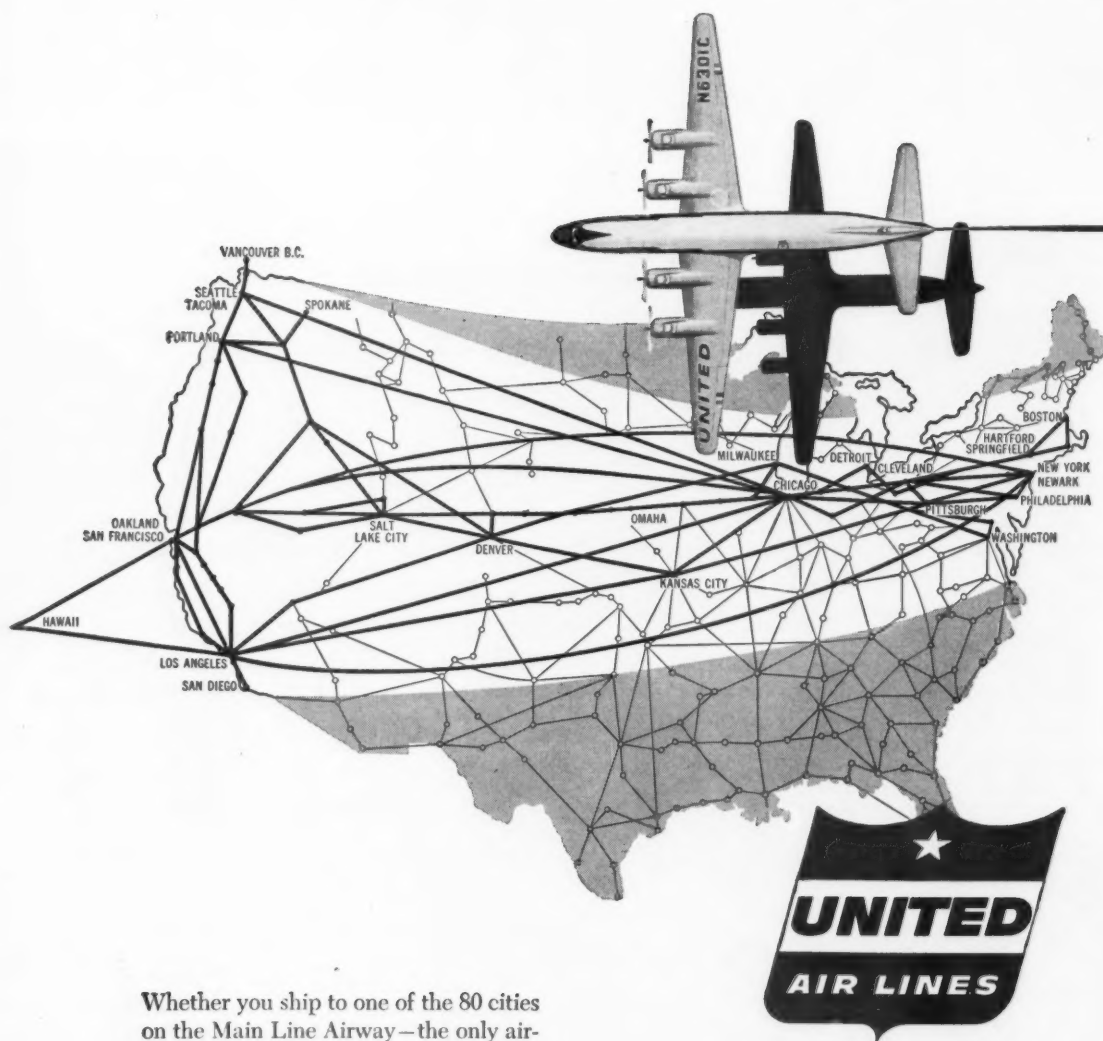
Teletype reports like this are received by each C&O Freight Traffic Office on cars in which it is interested.

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NEWS

Faricy Becomes Board Chairman of AAR; Loomis Is Named President of Rail Group

William T. Faricy is the new chairman of the Board and chief executive officer of the Association of American Railroads following an election held by the Board of Directors in Chicago.

President and chief administrative officer of the organization under the new setup is Daniel P. Loomis.

During the meeting, the board approved a proposal to amend the AAR plan of organization to create the position of chairman of the Board.

New board members are Harry W. Von Willer, president of the Erie Railroad, and W. Thomas Rice, president of the Richmond, Fredericksburg and Potomac Railroad and the Atlantic Coast Line Railroad.

A seminar on "The Proper Preparation of Freight for Shipment and the Loading and Bracing of Freight in Cars" was held recently in Chicago. It was sponsored by the Container and Loading Research and Development Laboratory of the Freight Loss and Damage Prevention Section, Association of American Railroads.

Railroad Association Elects Officers



William T. Faricy (standing), newly elected chairman of the Board and chief executive officer of the Association of American Railroads, held a press conference shortly after his installation. Daniel P. Loomis (seated at left) succeeds Faricy as president and chief administrative officer

ATC Board Plans Annual Meeting for September 30

Meeting recently in Chicago, the Board of Directors of the Associated Traffic Clubs of America completed plans for the 34th Annual Meeting of ATC.

The sessions will be held in Dallas, Tex., on September 30 and October 1.

Attending the board meeting were F. L. O'Neill, St. Paul, Minn., president; L. E. Galaspie, Richmond, Va., executive vice president; R. P. Yellen, St. Louis, Mo., treasurer; L. A. Pomeroy, Cleveland, Ohio, chairman of the executive committee; R. P. DeGroote, Chicago, secretary; Charlotte Woods, Houston, Tex.; J. J. Drap, Cleveland; L. H. Robbins, Chicago; J. S. Branch, Norfolk, Va.; D. S. Mackie, Chicago; H. G. Williams, Norfolk, Va.; P. J. Chitwood, Dallas, Tex.; H. A. Peterson, St. Paul; J. R. Sager, Houston, Tex.; F. L. DeGroat, Milwaukee, Wisc.; R. C. Berrey, Chicago; Warren Brown, Chicago; J. W. Scott, Kansas City, Mo., and R. J. Hanuson, Akron.

Packaging Institute To Hold Annual Forum

The three-day Annual Forum of the Packaging Institute, Inc., will open October 28 in the Hotel Statler, New York City.

Among the seminars, there will be sessions on bag and bulk materials, drugs and pharmaceuticals, and production line packaging.

(Please Turn Page)

Chuting the News . . .

(Continued from Preceding Page)

Eastern, Southern Rail Freight Rates Increased Following ICC Approval; Exceptions Specified

General increases in railroad freight rates of about seven per cent have become effective within and between eastern and western territories. At the same time, an increase of about four per cent went into effect within, from and to the southern territory.

The new rates were approved by the ICC in a decision released August 6. Approval was subject to specified exceptions and hold-downs.

Exceptions are: no increase in charges for refrigeration or other protective services; a uniform increase of 12 per cent in class rates in all territories; and a uniform increase of nine per cent in the rates on grain, livestock, fresh meats, and packing house products in all territories.

Other exceptions are: flat increase of 15 cents per ton on coal, except for a 10-cent increase on coal for export; increases of 7 and 8 cents in the rail portions of certain rail and water movements, and an increase of 7 cents on lignite.

Hold-downs cover fresh and frozen fruits and vegetables, nuts, lumber, woodwork, sugar, phosphate rock, salt, and potash.

—DA—

Club Briefs

Los Angeles Transportation Club, on August 13, held California Trucking Assn. Day. Arlo D. Poe, general counsel for the trucking group, was the speaker.

The annual outing of the Traffic Club of Eastern Connecticut, of Norwich, will be held September 14.

The Traffic Club of Palm Beach County (Fla.) had as its guest on August 8 County Commissioner Lake Lytal.

New president of The Traffic and Transportation Association of Pittsburgh is George C. Johnston, of the Aluminum Co. of America.

The Traffic Club of St. Louis held installation of officers recently. Hugo Waninger, vice president of Anheuser-Busch, Inc., is the new president.

—DA—

The Transportation Association of America will hold a Transportation Institute on September 24 at the Sheraton-Cadillac Hotel, in Detroit. Another has been scheduled for Memphis, Tenn., on November 6.

—DA—

House Approves Anti-Trust Provision for Section 22

The U. S. House of Representatives, in an effort to provide anti-trust provisions for Section 22, amended a bill passed by the Senate and sent it back to the Senate for further consideration.

As altered by the House, the bill would make Section 22 rate quotations public information and would exempt carriers joining in rate agreements under this provision from anti-trust action. This legislation was proposed because of a recent court decision against 42 railroads.

The measure, as it was returned to the Senate, stated that household goods for members of the armed forces would no longer be carried under Section 22 rates. They would be moved under regular, published tariffs.

The House amendment to the Senate bill provides that present anti-trust suits, based on circumstances which occurred before enactment of the measure, would not be ended by passage of the legislation.

The U. S. Circuit Court of Appeals for the District of Columbia, on September 9, will hold a hearing on the railroads' appeal from the injunction issued by a lower court. The injunction and \$45-million in damages, which have not been decided yet, were asked by the Aircoach Transport Association and four of its members.

Safe Driving Award



Jackson R. Webb (left), of P & D Distributing Co., of Lawton, Okla., receives national safe driving award for firm from R. C. Williams, president, American Trucking Association. Drivers from P & D, beer distributors in Southwest Oklahoma, won first place in the miscellaneous fleets division, in nation-wide contest for firms driving up to 500,000 miles in 1956

SIPMHE Prepares Show, Short Course for Oct. 28

The Society of Industrial Packaging and Materials Handling Engineers has announced plans for its short course, to be held in connection with The National Industrial Packaging and Handling Exposition.

Both the show and short course will be held in Atlantic City from October 28 to 30. Paul F. Schreck, vice president of The Moto-Truc Co., is general chairman of the show.

The educational program, sponsored jointly by SIPMHE and Temple University, is based on a 1957 survey of organization members to find their views on top-interest topics in the industry.

—DA—

News Briefs

Slick Airways has started a program to test the effectiveness of using cargo experts on the crew of every flight. Tests will begin on service between Boston, Hartford, New York, Detroit, Chicago, and St. Louis.

Rotary Lift Co., a division of Dover Corp., has joined The Material Handling Institute, Inc. Jack E. Burch, vice president, will be the company's representative in MHI.

Three Decades of Air Express Marked



Railway Express Agency this month marks the 30th anniversary of air express, a service which it inaugurated in 1928. Typical of the equipment involved in early air express operations are this Boeing airplane and a Model-T Ford truck

Railway Express Agency Marks 30th Anniversary of Inter-Line Air Express Service in the U. S.

The Air Express Division of Railway Express Agency this month is observing the 30th anniversary of its air express service.

This anniversary (for another anniversary see the August issue of DA) marks the growth of the pioneer service for long-distance air transportation of cargo into a business that last year grossed \$42-million.

The first air carriers were Colonial Air Transport, National Air Transport, Boeing Air Transport, and Western Air Express. The original routes totaled 4508 miles.

Air express is a service offered jointly by the Railway Express Agency, which provides ground handling, and the 33 U. S. scheduled airlines, which perform the actual line-haul or inter-city transportation.

Today, it links with direct service about 1800 airport cities over a 143,000-mile airline network. Through the Express Agency's nationwide surface transportation system, air express serves many thousand off-airline cities and towns.

Trucking Executives Give Views on Labor Relations

Four trucking industry executives described management's attitudes on labor relations before the Eighth Annual National Forum on Trucking Industrial Relation, held recently in Detroit.

Sponsored by the Industrial Relations Committee of the American Trucking Associations, Inc., the Forum was opened by an address by Ivan L. Willis, vice president, International Harvester Co., Chicago. He spoke on "The Scope of Industrial Relations."

Management's view on labor relations was presented by Donald Kipp, president, Kramer Brothers Freight Lines; M. C. Benton, vice president, McLean Trucking Co.; Welby Franz, executive vice president, Eastern Motor Express; and J. Robert Wilson, vice president, Roadway Express, Inc.

Chairman of the Forum was A. Ewing Greene, Sr., vice president, Mason and Dixon Lines, Inc.

Legislative Line-up

Following is a brief summary of legislative items pending in Washington. The status reported is as of August 8.

APPROPRIATIONS—Only important money bills still awaiting final action are the supplemental appropriations measure for 1958, HR 9131, and the mutual security funds bill. Senate Appropriations Committee is holding hearings on the former. Mutual security bill is in the House.

FINANCIAL SYSTEM STUDY—W. Randolph Burgess, under secretary of the Treasury, is the witness before Senate Finance Committee, studying the national financial system. Hearings may continue after the congressional session closes.

FOREIGN FREIGHT FORWARDERS—HR 479, the foreign freight forwarders bill, is dead for this session.

GOVERNMENT COMPETITION—No hearings are to take place before 1958 on HR 1975, to define federal policy on government competition with private business. A House Government Operations Subcommittee has the bill.

HIGHWAY BUILDING—The Gore Subcommittee, Senate Public Works Committee, schedules a hearing on highway problems for August 16. Commerce Secretary Weeks and Highway Administrator Tallamy are asked to appear. Full committee meets on S 963, affecting roadside billboards, on August 9.

MINIMUM WAGES—Still before the Senate Labor Committee is S 1853, the minimum wage law extension bill. Five closed sessions have been held on it. House Labor Committee has numerous field hearings scheduled on minimum wage matters. Hearings in the Southeast and Far West are planned for October-November.

POSTAL RATES—Bill to raise first through third class postal rates, HR 5836, goes to the House floor for a vote.

SOCIAL SECURITY—House Ways and Means Committee has no hearings on tap for HR 239 and HR 8309, to permit combined reporting of social security and income tax data.

TERMINAL TRAFFIC—Hearings on HR 2229 are concluded for this session by the House Merchant Marine Committee. This bill, to steer more government freight through commercial marine terminals, will not be reported out this year.

TRANSPORT POLICY—No action on the transport policy revision bills, HR 5521 and S 1457, is to take place before 1958.

TRANSPORTATION OF EXPLOSIVES—Continuing to await action by the House Commerce Committee is S 1491. This measure would revise the Transportation of Explosives Act.

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5 TIMES FASTER**

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REGULARLY SAVES UP TO 10
DAYS COSTLY REFORWARDING
DELAY FOR HERMAN D. STEEL CO.,
PHILADELPHIA IMPORTERS...
ONLY **TWA** OFFERS SUCH SAVINGS
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DIRECT ONE-AIRLINE SERVICE
BETWEEN 21 MAJOR MARKETS
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SHIP AT LOW SPECIFIC COMMODITY RATES... **SHIP TWA AIR FREIGHT!**



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**TWA OFFERS MORE
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FOR FAST, ON-SCHEDULE
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SHIPMENTS THROUGHOUT
THE COUNTRY...
**BOOK THEM ON TWA
SUPER-CONSTELLATION
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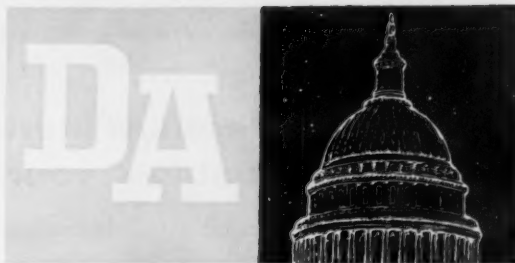
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WASHINGTON

By Ray M. Stroupe, *Chilton Washington News Bureau*



MARINE TERMINAL LIAISON—One new Maritime Administration task should benefit marine terminal operations. The agency will be the link between U. S. ports and the new Permanent Technical Committee on Ports and Harbors, Organization of American States. More efficient Western Hemisphere sea trade is a goal of the member nations. Howard J. Marsden, head of the Port Development Div. at Maritime, is the U. S. representative on the committee.

CAR PLAN STIRS FEW—Washington hears no rail line opposition to the eastern railroads' plan for a federal freight car leasing agency. But Congress has shown little enthusiasm for the idea, and the Association of American Railroads merely calls it a "regional" plan. The great difficulty in car replacement, AAR concedes, is financing. Under present borrowing terms, buying that will produce a net gain of more than 25,000 cars a year is improbable.

WORK FORCE GAINS—Job totals will gain in most areas up to mid-September, according to a short-range federal forecast. Seasonal food processing is the probable leader in manufacturing lines. Much of this expansion is to center in canneries.

SEEKS MORE REVENUE—Still higher rates on most Railway Express Agency shipments are in prospect. ICC, after allowing the REA an 11 per cent rise on eastern traffic during the early summer, now is asked for a 15 per cent nationwide boost. Exemptions would affect only newspapers, milk, cream, and human remains. The 11 per cent hike did not offset its growing deficit, and employe costs are to rise with a 7¢-per-hour hike Nov. 1, REA contends.

TO FOSTER RESEARCH—Expanded railway industry research is foreseen by the Association of American Railroads. Under its new president, Daniel P. Loomis, the AAR anticipates that studies of means for better rail transportation will be pushed. AAR now uses three buildings on the campus of the Illinois Institute of Technology for this purpose. As research advances, this center may be broadened to include five or six structures.

LOWER PIPE TRANSPORT CHARGES—Reduced rail charges were permitted by the ICC recently on iron or steel pipe shipments to south-

western points. Shipments ruled on are those originating east of the Rockies. Decreased rates, by ICC order, are not to be lower than those paid for combined truck-and-barge pipe movement. Charges proposed by the railroads were lower than was necessary to meet truck-barge competition for these items, ICC found.

EXPENSES EDGE AHEAD—Intercity hauling of farm foods for civilian tables had a cost of \$3.3 billion in 1956. That calculation is by the U. S. Agriculture Dept. The amount for 1955 was \$3.1 billion, and for 1947-49 it was \$2.2 billion. Higher rail and truck freight rates and growth in the volume of products shipped produced most of the increase. Also, the average haul for some fresh fruits and vegetables was longer.

TAX MINIMUM WEIGHT—Property transportation taxes apply to "deadfreight" payments, the Internal Revenue Service concludes. Even though the payments make up the difference between actual tonnage shipped and the guaranteed minimum, they are taxable. For revenue purposes, it doesn't matter that the deadfreight sums are for tonnage never transported.

TOLL TALKS SLATED—Potential users of the St. Lawrence Seaway are to confer this month on toll charges. Meeting with them in Washington Sept. 9 and in Chicago Sept. 11 is to be the U. S. Toll Committee representing the Seaway Development Corp. Conferees are to advise on the method of setting and collecting tolls. Later, there are to be public hearings on toll rates.

FREIGHT RATE FORMULA—Rail freight rate increase requests should be confined to particular commodities from now on, the ICC advises. It promises to frown on general rate boost applications in the future. Increases allowed in August were general, with exceptions and hold-downs.

FAVORS FOOD STOCKS—Civil defense planning fails to please a House Agriculture subcommittee concerned with food supplies. Present plans do not assure food stocks for survivors of an atomic attack, the group complains. Members suggest relocation of food storage warehouses to give each large city a reserve nearby. They make no estimate of the cost of stockpiling emergency rations in line with their proposal.

(Please Turn to Page 71)

To Safeguard Merchandise B&O "babies" your LCL

Think only babies are handled with care?
Watch the way B&O will coddle your
less-than-carload freight! Route it via
B&O Time-Saver and you'll save
extra time, but we'll expend extra care to
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They like their competence at it—
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...lets one man handle work you'd pay a crew to do!

By putting new efficiency, safety and positive control into the hands of Towmotor lift truck operators you enable them to do a *bigger day's work, easier*. You let each one handle jobs you'd normally hire a *gang* to do.

Through modern Towmotor mass-handling each operator has the power to improve your profit picture, because the new Towmotor fork lift trucks multiply their productivity. Look over the new features that operators like best about our latest models—such as:

- New planned-comfort design
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● Whether you're moving one of your company's sales executives, a production manager, an engineer, or a top executive, "a Mayflower Move is a Good Move!" That's what scores of Mayflower customers tell us every day. One satisfied shipper, for example, after a move from Pueblo, Colorado to Hayward, California, wrote us:

"We were glad to receive the furniture in excellent condition and dishes without a single chip."

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LETTERS

TO THE EDITOR

Warehouse Location

To the Editor:

We are in the process of evaluating one of our warehouse locations with the view in mind of possibly locating elsewhere. As a preliminary step, we would like to review any available literature which discusses the factors to consider in locating a warehouse. Accordingly, we would appreciate your sending us a suggested list.

P. C. Wilson

Market Research

The Carborundum Co.
Niagara Falls, N. Y.

DISTRIBUTION AGE has published several articles in recent months which should be of some assistance. They include: "Plant Relocation Cures Industrial Growing Pains," April, 1957, p. 50; "Warehousing Riddle Finds an Answer," Part I, Feb., 1957, p. 40; Part II, March, 1957, p. 57. Also available are reprints of an article entitled "So You Want to Build a Warehouse." This article, authored by J. Leo Cooke, appeared in DISTRIBUTION AGE in January of 1955. Other recent DA articles which may be of some assistance include "Flexible Distribution via Public Warehousing," July, 1957, p. 43, and an article scheduled to appear in the September issue of this magazine, entitled "Public Warehousing — Distribution Catalyst."—The Editor.

Bulk Loading

To the Editor:

In the March, 1957, issue of DISTRIBUTION AGE, on Page 75, there is a picture and short article regarding the bulk materials handling equipment aboard the S.S. Florida.

We would very much appreciate you advising us where we might obtain additional information about this type of equipment, along with the name of the company which manufactures it.

W. M. Lehman
Purchasing

The LFM Mfg. Co., Inc.
Atchison, Kan.

The unloading equipment shown in the "Sea-going cement ship" picture in our March issue was manufactured by the Fuller Co., Catawauqua, Pa.

Conversion of the ship took place at Todd Shipyards Corp. The "Florida State" now is in service hauling cement from Ponce, Puerto Rico, to Port Everglades, Fla. A round trip, including loading and unloading, takes 10 days.

Cement from a Puerto Rican pier

is trucked to the municipal pier in Ponce, and delivered to a transfer station. Fuller-Kinyon pumps installed at the station reclaim and convey the cement to the ship.

The Airlides in the cement compartments are constructed of rigidly mounted porous fabric, reposing at an angle of 7 deg. When 2½ to 3 psi of compressed air is introduced through the fabric, the cement becomes fluidized and flows like liquid into a hopper below the compartments. From here it passes into the pumps.

The Florida State is the second, and most modern cement ship owned by Ferre Export Corp., parent firm of Ponce Products, Inc. A third vessel is in the planning stage.

Additional information can be obtained by writing the Fuller people in Catasauqua, or by writing Mr. A. J. O'Brien, O. S. Tyson & Co., Inc., 230 Park Ave., New York 17, N. Y.—The Editor.

Government Warehousing

To the Editor:

In your June Washington DA, mention is made of the warehousing of strategic materials in commercial warehouses. I would appreciate knowing the types of products stored and the proper agencies and personnel to contact in connection with this business.

Wm. E. Glover
President

Vandalia Warehouse Corp.
Vandalia, Ill.

The question raised about the types of products stored by various means is answered in Appendix B, List of Stockpile Materials, available from the agency named below.

The General Services Administration is responsible for buying strategic items and arranging for their storage. To offer warehousing space to this agency, write to: Mr. T. V. Wilder, Assistant Commissioner, Office of Storage and Inspection, Defense Materials Service, General Services Administration, Washington 25, D. C.—The Editor.

Refrigerated

To the Editor:

We are interested in contacting a number of shipping companies having refrigerated trucks. We are currently trying to solve the problem of making 141 shipments from Philadelphia to such points as: Erie, Pa.; Bridgeport, Conn.; St. Louis and Kansas City, Mo.; Dallas and Houston, Texas.

Joanne L. Flaherty
Sales Promotion Manager
A. Michaud Company
Philadelphia, Pa.

Each October DISTRIBUTION AGE publishes a Transportation Annual, which includes a Directory of Class I and II Motor Common Carriers. The carriers are listed alphabetically by state and city. Each listing includes, among other things, a list of the carrier's highway equipment, and a list of his terminals. In both cases refrigerated facilities are shown. The new directory is expected off press on or about Oct. 1.—The Editor.

Add 10 feet or 1,000

Build your conveyor system
the quick-change

ERECTO way

Your conveyor system can be managed like a boy manages the electric railroad he got for Christmas with Lamson Erecto Conveyor Units. Whether it's 10 feet or 1000, you add as many feet as you need, *when you need them*. Put in curves, spurs, ball top tables, turntables. Adjust quickly to changes in plant layout. You can't outgrow a Lamson Erecto system because as you grow, it can be expanded to your needs.

Supplied in 10 ft. standard lengths, pre-engineered Erecto Units are always in stock for quick delivery — can be used with any conveyor system you now operate. Available in Wheel and Roller Gravity, Live Roll and Belt, light and heavy-duty drives, unit boosters. Your Lamson Dealer will help you with the Erecto installation. Your own men can do the work without special tools. No engineering charges! No outside labor!



When Revlon Moved, So Did Erecto

When Revlon (\$64,000 Question) Inc. moved to its new plant in New Brunswick, N. J., it took along part of the Erecto installation from its old plant. That's *flexibility* — the kind only Lamson Erecto will give you. Speedy delivery of in-stock Erecto Units of every type helped Revlon make its quick move.

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For Further Information,
Clip To Your Letterhead

- ☐ Have a Lamson Dealer call me for an appointment.
- ☐ Send me a free copy of the booklet describing Lamson Erecto Conveyor Units.

284

Circle No. 6 on Card, Facing Page 49, for more information

place
your
freight
shipment

An illustration featuring two large, light-colored hands with rough, torn edges, cupping a black freight train car. The train car is tilted slightly upwards to the right and has the words "in our hands" written on it in white. The train car has four wheels with cross-hatch patterns. Several thin, black diagonal lines radiate outwards from the train car, suggesting motion or a protective barrier.

in our hands

**FOR CAREFUL HANDLING
AND EFFICIENT SERVICE**

UNION PACIFIC RAILROAD
OMAHA 2, NEBR.



ELECTRICS FOR LIFT TRUCK SAVINGS



Lewis-Shepard Electric fork trucks handle 5 million lbs. of material a month at American Chemical Paint Company. The Model "E" above turns on a 61" radius . . . has timed acceleration and dynamic braking for smooth inching and spotting of loads with unstable stacks. More than 5000 of these 48" pallets are used for uniform handling and storage.

"We practically doubled our storage area — without laying a brick!"

reports Mr. Guy Gochbauer, Supervisor of Materials Handling, American Chemical Paint Co., Ambler, Pa.

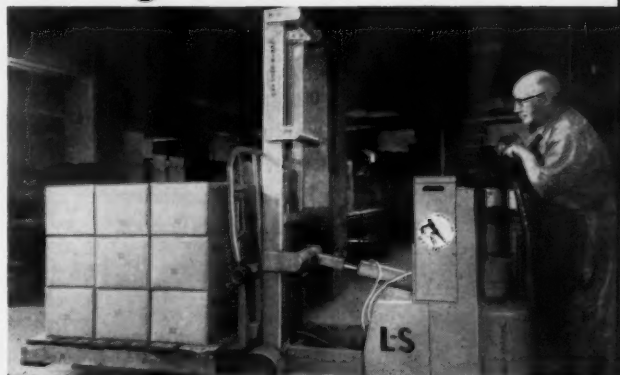
Pillars, piping ducts, and a variety of stack sizes are no longer a warehouse problem at American Chemical Paint Company. Planned use of 48" square pallets . . . and a fleet of 7 Lewis-Shepard electric fork trucks . . . now make full use of once-inaccessible areas. Result: floor storage has been nearly doubled without laying a brick!

L-S Electrics also provide mobility between departments—work quickly, safely inside semi-trailers at loading docks . . . create no fire or explosion hazards transporting volatile chemicals through refining areas. They cut time and manpower costs in half for inspection and shipping operations.

This versatility is matched by lift truck economy, too. Exclusive L-S "lubricated-for-life" bearings, and no under-truck adjustments, keep maintenance costs down. Year after year . . . Lewis-Shepard Electrics cost far less . . . far outperform and outlast comparable gas-powered trucks.

L-S Electrics can solve your materials handling problem as well. Send for complete facts — mail coupon today.

Here's a list of important companies that have recently reordered L-S Electric Fork Trucks:			
Electrical Goods Mfrg.	has 110 in use	reordered 24	
Rubber Mfrg.	has 22 in use	reordered 8	
Motor Mfrg.	has 50 in use	reordered 18	
Overland Express	has 81 in use	reordered 23	
Aircraft Mfrg.	has 40 in use	reordered 8	



Simple controls and easy maneuverability enable every worker to run this L-S JackStacker "Walkie" Electric. Now, each man finishes his inspection run, moves his load with the JackStacker, and return without interrupting the inspection line.



LEWIS-SHEPARD

The most complete line of materials handling equipment anywhere

169 Walnut Street, Watertown 72, Mass.

The "MASTER" Line

Please send:

☐ L-S Model "E" Catalog #32-1 ☐ L-S JackStacker Catalog #34-1 ☐ L-S Master Line Catalog

Name

Company

Title

Address

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anything can be
"well stacked"
 or shipped on EMI racks

Big or little, strong or fragile,
anything stacks or ships better on
 EMI quality racks. They
 protect stock, cut handling costs
 and speed inventory.

EMI RACKS are made of strong,
 tubular steel and are adjustable to fit
 any space or unit load. Special
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 space or the purchase of stacking
 or shipping equipment.

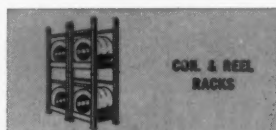
Well Stacked Racks for Industry

**EQUIPMENT
 MFG. INC.**

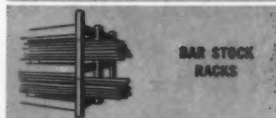
21542 HOOVER ROAD

DETROIT 5, MICHIGAN

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Coming Events

- Sept. 12-13—American Society of Traffic and Transportation, Fourth Transportation Conference and Seminar, Georgia College of Business Administration, Atlanta.
- Sept. 12-14—Southeastern Warehousemen and Movers Association, Atlanta, Ga.
- Sept. 16-18—American Management Association, Packaging Division, Packaging Clinic, LaSalle Hotel, Chicago.
- Sept. 16-19—National Truck Leasing System, Annual Meeting, Palmer House, Chicago.
- Sept. 17-18—Central Motor Freight Assn., Annual Convention, Conrad Hilton Hotel, Chicago.
- Sept. 24—Transportation Association of America, Transportation Institute, Sheraton-Cadillac Hotel, Detroit.
- Sept. 24-25—Air Cargo, Inc., Air Freight Cartage Conference, Sherman Hotel, Chicago, Ill.
- Sept. 30-Oct. 1—The Material Handling Institute, Inc., Joint-Industry Fall Meeting, Greenbriar Hotel, White Sulphur Springs, W. Va.
- Sept. 29-Oct. 2—Associated Traffic Clubs of America, Annual Meeting, Hotel Adolphus, Dallas, Texas.
- Sept. 30-Oct. 4—Canadian National Material Handling Show & Conference, Show Mart, Montreal, Quebec, Canada.
- Oct. 2-8—Regular Common Carrier Conference, ATA, Annual Meeting, Conrad Hilton Hotel, Chicago.
- Oct. 6-9—American Trucking Assn., Executive Committee, Conrad Hilton Hotel, Chicago.
- Oct. 6-11—American Trucking Assns., Annual Convention, Conrad Hilton Hotel, Chicago.
- Oct. 8-10—Association of American Railroads, Chicago.
- Oct. 17—New England Motor Carrier Freight Claim Conference, Boston, Mass.
- Oct. 17-18—Fibre Box Assn., Fibre Box Competition, Washington, D. C.
- Oct. 17-18—Central Freight Claim Conference, Chicago.
- Oct. 19-20—Delta Nu Alpha Transportation Fraternity, Inc., Annual Meeting, Atlantic City, N. J.
- Oct. 28-31—SIPME National Industrial Packaging & Handling Exposition, Short Course and Competition, Convention Hall, Atlantic City, N. J.
- Oct. 28-30—Packaging Institute, 19th Annual Forum, Hotel Statler, N. Y.
- Nov. 13-15—National Industrial Traffic League, Annual Meeting, Chicago.

Shippers Advisory Boards

- Sept. 11-12—Ohio Valley, Louisville, Ky.
- Sept. 11-12—Allegheny Regional, Canton, Ohio.
- Sept. 11-12—Southeast, Atlanta, Ga.
- Sept. 11-13—New England, Pike, N. H.
- Sept. 12-13—Pacific Coast, Las Vegas, Nev.
- Sept. 19-20—Pacific Northwest, Spokane, Wash.
- Sept. 19-20—Trans-Missouri-Kansas, Springfield, Mo.
- Sept. 24-26—Southwest, Houston, Tex.
- Sept. 24-26—Atlantic States, Harrisburg, Pa.
- Sept. 26-27—Great Lakes, Buffalo, N. Y.

Shipper-Motor Carrier Conference

- Sept. 24-25—Midwest Shipper-Motor Carrier Conference, Regular Meeting, Radisson Hotel, Minneapolis, Minn.

DISTRIBUTION AGE

MEN IN THE NEWS

Traffic

Paul P. Twomey—appointed distribution cost control manager for Lighting Division of Sylvania Electric Products, Inc., New York.

Francis P. Ierardi—named director of traffic, Underwood Corp., New York.



Douglas Day (left)—named director of transportation, and Ernest J. Leach (right)—new Northern California Div. traffic manager, S&W Fine Foods, Inc., San Francisco.

Taylor Merriman—new traffic manager, Tri-Valley Packing Assn., San Francisco, Calif.

Edward Margolin—appointed assistant to Under Secretary of Commerce for Transportation, Washington, D. C.

Arthur E.

Gogol—appointed manager of traffic and shipping, Lighting Div., Westinghouse Electric Corp., Cleveland.



Stephen L. Meyer, general traffic manager, New York, becomes director of all traffic functions of Joseph E. Seagram & Sons, Inc., and its affiliated companies. Freeman E. Teuton to supervise domestic traffic operations; Melosh Wahnowsky, foreign traffic; Guy T. Priestly, rates & tariffs.

C. H. Ebert—named Western traffic manager, at Chicago, Universal Carloading & Distributing Co.

Russell A. Morin—new director of traffic for Fibreboard Paper Products Corp., San Francisco, Calif.

Transportation—Highway

Paul T.

Wolf—named corporation secretary and general counsel, Pacific Intermountain Express, Oakland, Calif.



Brooks McCormick—elected to the Board of Directors, International Harvester Co., Chicago, to succeed Christian E. Jarchow.

for **DEPENDABLE STORAGE**

*safe and
sound*

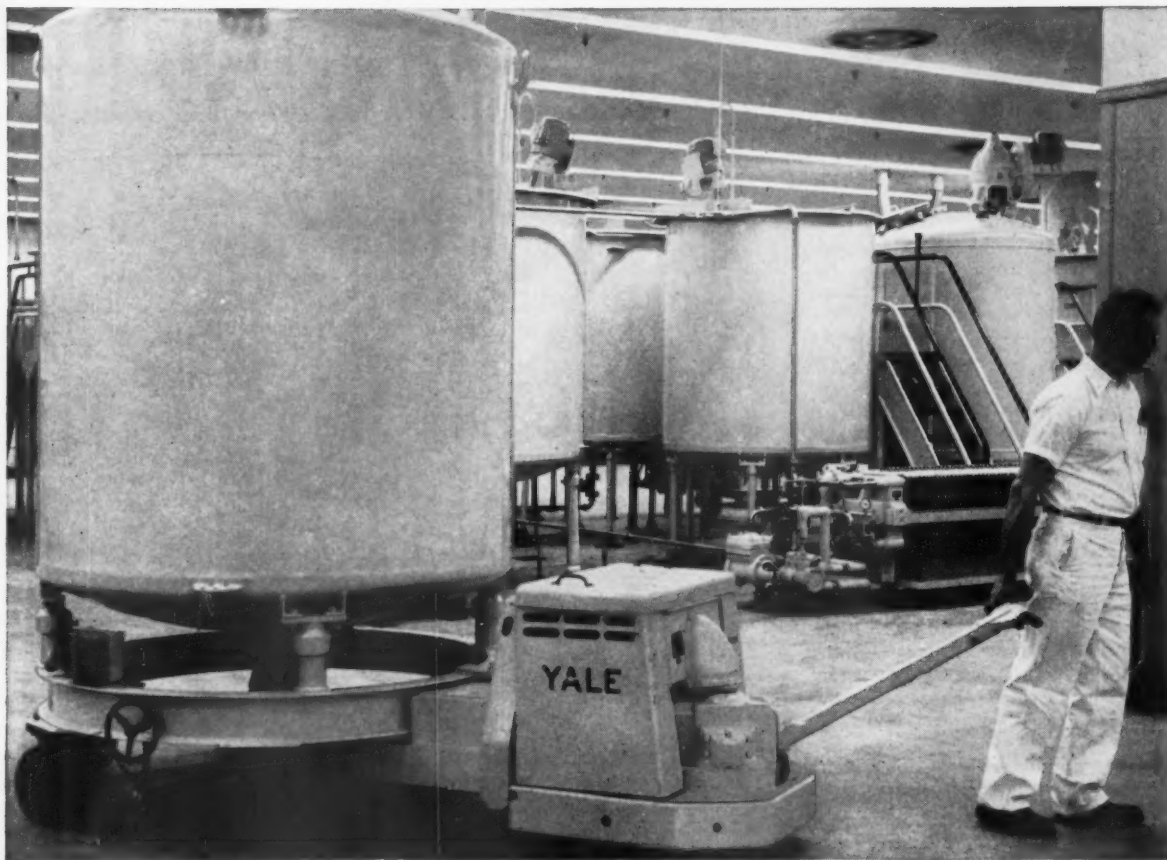


CALL YOUR ALLIED MOVER ... he's the No.1 Specialist

Ask your Allied Mover for a copy of "Before You Move." See the yellow pages of your phone book, or write Allied Van Lines, Inc., Broadview, Illinois.



ALLIED VAN LINES • WORLD'S LARGEST LONG-DISTANCE MOVERS



Operator "walks" full 1,000-gal. chemical tank on Yale Worksaver.

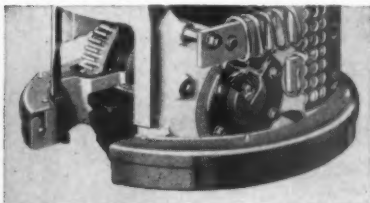
YALE WORKSAVERS HANDLE BIG JOBS WHERE CONDITIONS REQUIRE SMALL TRUCKS

Many handling jobs involve bulky loads (*as above*) and transit over low-load floors, on freight elevators and in cramped quarters. These conditions pose problems of load stability, operator safety and tight-space maneuverability—all easily met by Yale Worksavers. These light, compact trucks go where big trucks often can't...yet have the power and stamina to handle heavy loads on continuous heavy-duty cycles—not only special loads but routine loads up to 7,500 lbs.!

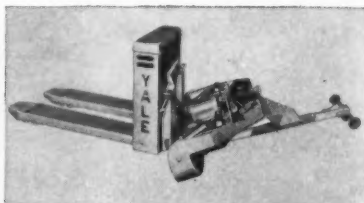
Yale Worksavers are easy to operate...have fast power response, jolt-free starts and stops, and steering controls right on the handle. Platform, pallet, tractor and fork lift models—all models are electric hydraulic powered. Write The Yale & Towne Mfg. Co., Phila. 15, Pa., Dept. A-29.

To meet the need of expanding industries for better materials handling methods, look to Yale for advances in research, engineering, manufacturing, sales, service—as

YALE BUILDS FOR THE NEW ERA



Powerful drive unit is totally enclosed, and of the double-reduction, spur-gear type. Floats on 105 ball bearings.



"Break-away" for easy maintenance is a feature of latest Yale Worksaver. Removal of two pins opens unit for servicing.



"Fingertip" steering handle has two speeds forward and reverse on dual cams. Safety guards on handle protect operator's hands.

YALE^{*} INDUSTRIAL LIFT TRUCKS AND HOISTS

*REG. U. S. PAT. OFF.

Gasoline, Electric & LP-Gas Industrial Lift Trucks • Worksavers • Warehouseurs • Hand Trucks • Hand and Electric Hoists

Circle No. 9 on Card, Facing Page 49, for more information

On the Line—



Without Discrimination . . .

There are three black clouds on the transportation horizon that bear watching. One hovers over the West Coast and is named Harry Bridges. Another shadows the East Coast and is known as Captain Bill Bradley. The third, now busy whitewashing but potentially most dangerous, is over the central states—James R. Hoffa.

Each has been associated with violence and questionable ethics. Each has had his share of brushes with the law. Each can tie-up shipping.

Together, they can cripple freight transportation across the nation. If they should forge an alliance with railroad brotherhoods and airline unions, all transportation—all industry—could be completely paralyzed with one fast blow.

That's the very unlovely thought being entertained by Hoffa, Bridges and Bradley. In fact, Mr. Hoffa placed it in the category of "necessity." When asked to explain, he replied, "You can't have a successful one-city strike or a one (system) transportation strike."

Weeks later, Mr. Hoffa found himself facing the same question before the McClellan Committee. In this atmosphere, Hoffa tempered his remarks. He double-talked the "necessity" into a casual "loose knit council."

What we know of Messrs. Hoffa, Bridges and Bradley, we can't imagine any benefits to transportation emanating from their councils.

It could be argued that our fears are premature. To that we reply that if Mr. Hoffa thinks an all-transportation union is a "necessity," it won't be long before it will become a reality—by secret agreement if not by organization.

Of course, we are against such a transportation labor monopoly. No man or group should wield such power—especially no man with the poor memory and record of James R. Hoffa. Yet, it is entirely possible—by democratic process and by law. There lies our concern.

The democratic process of the locals long has been suspect. There's hardly an industrial community in the country that hasn't seen personal violence and property destruction to members who couldn't see eye to eye with local bosses. And now even Senator McClellan knows that dummy locals can vote in national elections.

Thus, it is possible that Hoffa might be elected Boss of the Teamsters—Labor's largest union—even with majority member opposition and AFL-CIO disenfranchisement.

The time has come to reexamine labor laws in the light of current experience. Labor unions have outgrown their basic employer-employee function. Now they comprise a series of manpower monopolies that exercise economic control for profit.

Labor is big business. It controls vast sums of money. It invests it for profit. Yet, it enjoys complete immunity from any control over its operations. It dictates terms and operating conditions but accepts no responsibilities nor liabilities.

Surely, this is not the American way. If Labor wants to be an equal partner with management, it should abide by the same set of rules.

The Congress created this colossus. We just ask that the Congress make it conform to the laws of the land—without discrimination.

A. W. Greene
EDITOR

Yakkety Yak

A labor organizer was selling union membership to Pa Perkins without progress. To every inducement, Pa just shook his head.

"The first thing we'll get you is a nice fat wage increase."

"Don't earn whut I git now," Pa retorted and walked away.

That night they called at his hum-

ble little home and directed their pitch to Ma Perkins. The organizer pictured modern comforts and luxuries obtainable with higher wages: A new automobile, fine clothes, new home, travel, and so on. Ma just sat and stared.

Thoroughly disgusted, the organizer decided to quit. As he was leaving, Ma asked, "How about one o' them TVs?"

"Sure!" he replied hopefully.

Ma turned to Pa. "Sign up, you old buzzard!"

GOONS? — Union officials were discussing a plant about to go out of business. One of them turned to the president. "We got dough, why don't we buy the joint? You could be president."

"What? And have to do business with you goons?"

(Advertisement)

TIPS ON TRUCKS

Electric trucks give clean, quiet, safe operation

In critical warehousing operations, certainly, the arguments in favor of "going electric" are numerous. Even if you consider just a few—say cleanliness, quiet operation, and safety, the balance is way in favor of the battery-operated truck.

Clean? No worry about fumes, objectionable odors, oil drip, when you run electrics.

Quiet? You can hardly hear electrics glide by. Here's smooth, silent power . . . no noise problems for workers.

Safety? Consider the absence of carbon monoxide, minimum fire and explosion hazards.

Makes quite a case for electrics!

Look to the power source ... the extra-capacity battery

Just as there is a big difference between types of trucks, so is there a big difference between batteries.

Wherever electric trucks are powered by modern, advanced-design C & D *Slyver-Clad* batteries, companies are able to get the most out of their trucks. Here is the best power package available today. Plates are longer, heavier, designed so as to eliminate "shedding"—thus prolonging battery life. In addition, all C & D *Slyver-Clad* batteries are now equipped with new Hi-Impac cell covers and containers. Truck downtime due to cell cover or container breakage is virtually eliminated.

(It will pay you to check on electric trucks powered by C & D batteries. Just send for the literature offered in advertisement at right.)

Match best with best

...the best in trucks—
electric



...with the best in
batteries—C & D



Move a million bulbs a day; electric trucks silent, safe, sure

Trucks all electric... powered by C & D

"You can be sure... if it's Westinghouse." And you can be sure Westinghouse is geared for peak-efficiency operation in its modern Trenton, N.J., Lamp Division Shipping Centre—largest warehouse in the country for the storage of electric light bulbs.

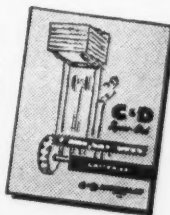
Moving in and moving out a million light bulbs a day at this strategic distribution center calls for a large fleet of fork-lift trucks. Trucks are efficient, clean, quiet. They're all *battery-electric*... have been for the past 10 years. And powered by C & D *Slyver-Clad*® batteries, the trucks not only run a full shift without recharging—they often work 10 to 11 hours at a stretch—thanks to C & D's extra capacity.

Westinghouse, too, uses C & D!

It pays to see why
"C & D is a better
battery buy"

See how C & D's advanced principles of design and extra battery capacity cut material handling costs... give your trucks a power boost.

Write for descriptive bulletins.



C & D
BATTERIES, INC.

of Conshohocken, Pa.

SINCE 1906

Sales and service offices in principal cities from coast to coast

Circle No. 10 on Card, Facing Page 49, for more information

REPORTS from the St. Lawrence Seaway indicate progress on two important fronts. Actual construction has passed the halfway mark; and, perhaps even more important, so-called "Seaway thinking" seems to have reached a new and more mature level.

Construction on the United States portion was pushed during June to about 54 per cent completion. This figure, announced by the Seaway Development Corp., is based on contract awards of almost \$90 million. It means that, in all probability, the Long Sault Canal will be ready for 14-ft-draft operation by next July, as scheduled. It means also that the official Seaway opening will take place as promised in the spring of 1959.

Not so easy to chart is the new "national attitude" toward the Seaway. There is little doubt, however, that it does exist. It is reflected in recent activities of agencies connected with and affected by the Seaway—shippers and carriers, users and non-users, Seaway people and Seaway competitors.

The Friends

President Eisenhower's 1954 approval of the St. Lawrence Seaway triggered a chain of optimistic prophecies. It was "the eighth wonder of the world," "a cure-all for all of this country's shipping ailments," and "civilization's salvation." Much of this enthusiasm was justified. However, to say that some of these bright predictions were premature would be a distinct understatement.

Friends of the Seaway are taking a second look. What they see remains encouraging, but optimism is tempered by realism.

The Seaway still is viewed as a fabulous project. Its impact on our national economy, particularly in those areas adjacent to its route, will be far-reaching and long-lasting. There is no attempt to belittle the Seaway's importance, but there is a general realization that the project will not reach its full potential without years of hard work.

Enthusiasm still runs high—but not wild.

SEPTEMBER, 1957 . . . Vol. 56, No. 9



The Fourth Seacoast— A Progress Report

**The St. Lawrence Seaway is shaping up—
construction is on schedule, and a new and
improved 'Seaway outlook' has developed**

Seaway opponents also have taken a second look. While fighting Seaway legislation, they were heated in their denunciation. Creeping socialism, planned destruction of our distribution econ-

omy, and pork-barrel legislation were only a few of the labels tacked to the project.

The new approach is an improvement. Opponents of the Seaway (Please Turn Page)

Canadians are lifting the Jacques Cartier bridge 50 ft to provide a 120-ft clearance. Victoria Bridge (background) is being provided with a lift span



. . . Progress Report

(Continued from Preceding Page)

way—notably eastern port cities, some railroads, and most eastern utility companies—still see it as a serious competitor.

They are continuing the fight, of course, but less time and money is being spent for anti-Seaway promotion. More and more of their efforts are directed to self-improvement. They are gearing their operations to meet the Seaway's competitive threat.

In some instances this threat is being turned into an advantage. Certain railroads, for example, are including services and facilities to capture Seaway traffic.

Seaway Finances

Seaway progress has not been without its problems, most of them financial. These may have been responsible for the more moderate outlook.

Actual construction costs, estimated operating costs, and anticipated toll charges all have gone up considerably. Concern has been expressed by potential users,

some carriers, and most of the Seaway's foes.

The 1954 construction cost estimates ranged between \$88 million and \$96 million. An allowable amount of U. S. investment of \$105 million was voted by Congress. Latest construction cost estimates are in the neighborhood of \$133 million, and this summer Congress raised the allowable amount of U. S. investment to \$140 million.

Operating cost estimates jumped from \$5.8 million a year in 1952 to a current high of slightly over \$8 million a year. Blame for increases is placed on inflation, and on changes in construction and operation plans.

In Senate hearings on the Seaway last June, representatives of the Users Committee on St. Lawrence Seaway Tolls expressed some doubt that the Seaway will become a paying project. The increased costs serve as a basis for this doubt.

The Seaway Development Corp.

is more optimistic, however. Admitting little possibility that the Seaway will be self-supporting in its early years, the group sees the debt repaid within or nearly within the 50-year limit.

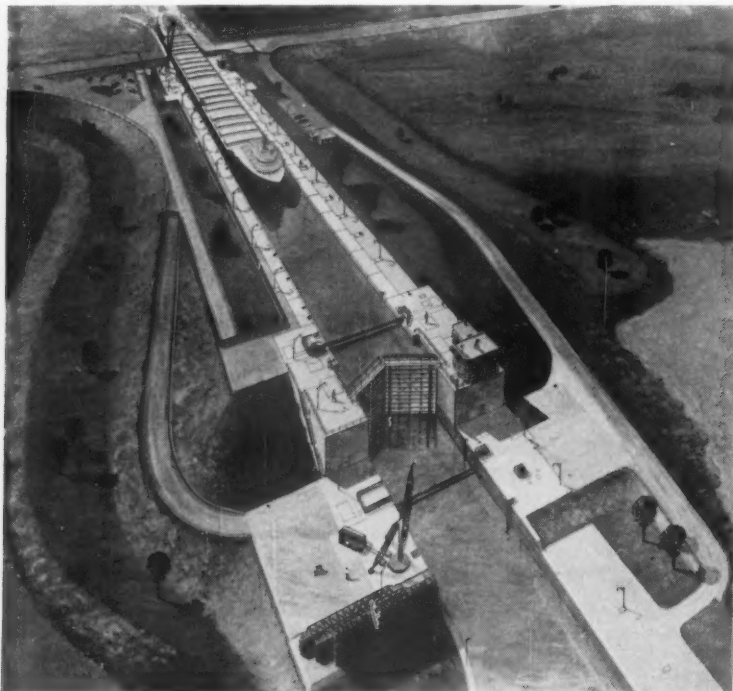
Toll Schedule

Financial concern centers around the as yet undetermined toll schedule. Fear has been expressed that a higher toll rate, raised to meet increased operating costs, would prove unattractive to shippers. This, of course, would defeat the purpose of the entire project. Some agencies have predicted tolls at least 75 per cent above first estimates.

This charge has been denied by John C. Beukema, a member of the Seaway Advisory Board and president of the Great Lakes Harbors Association. He says that the one-third increase in borrowing power is little reason to expect a 75 per cent toll rise.

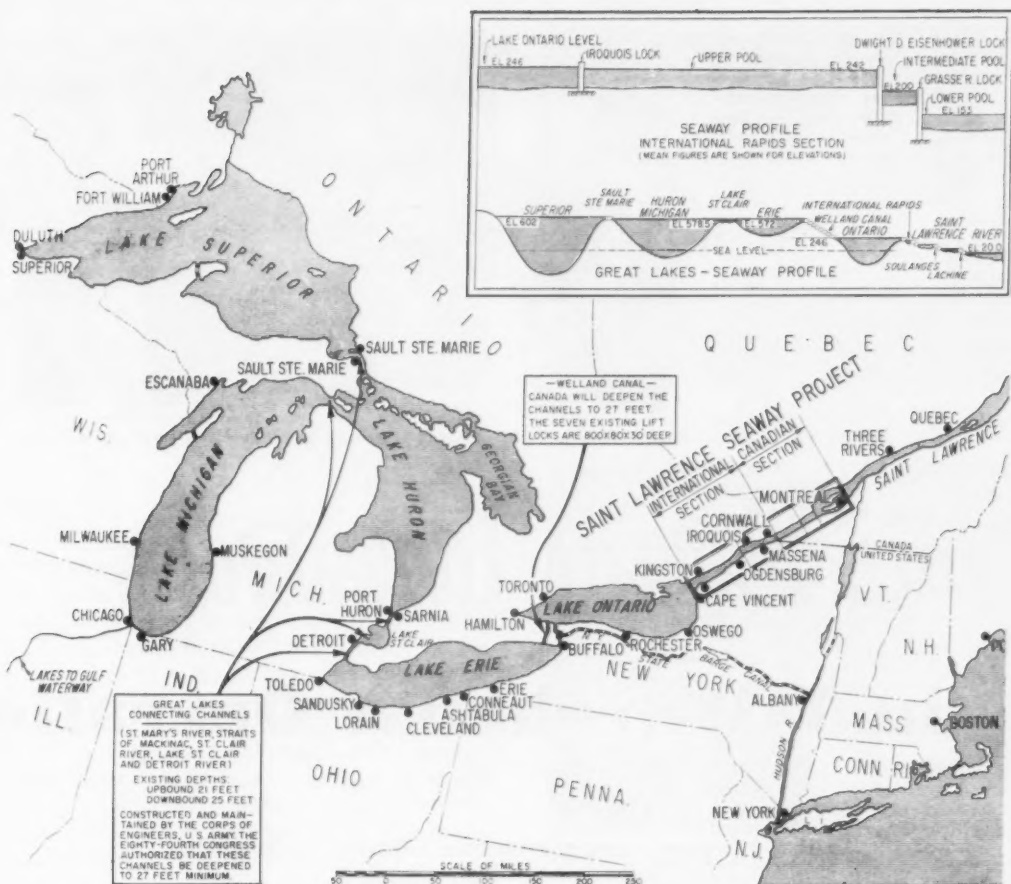
(Toll charges suggested by the Department of Commerce at 1954 Senate hearings ranged from 15¢ per ton of ballast shipping to \$1.25 per ton of machinery. Average.)
(Please Turn to Page 72)

Grasse River Lock, first miter gate, is shown on the cover



Crane on the bedrock floor of Grasse River Lock

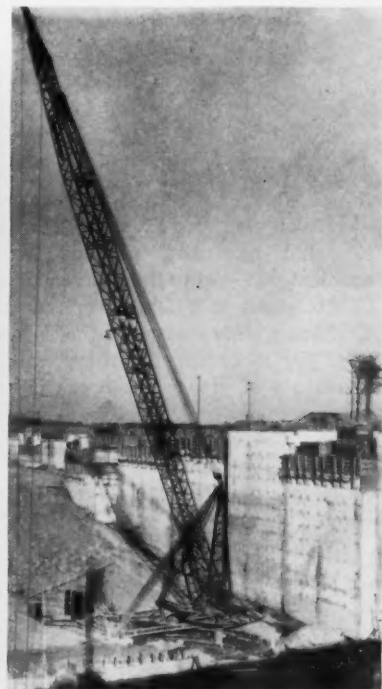
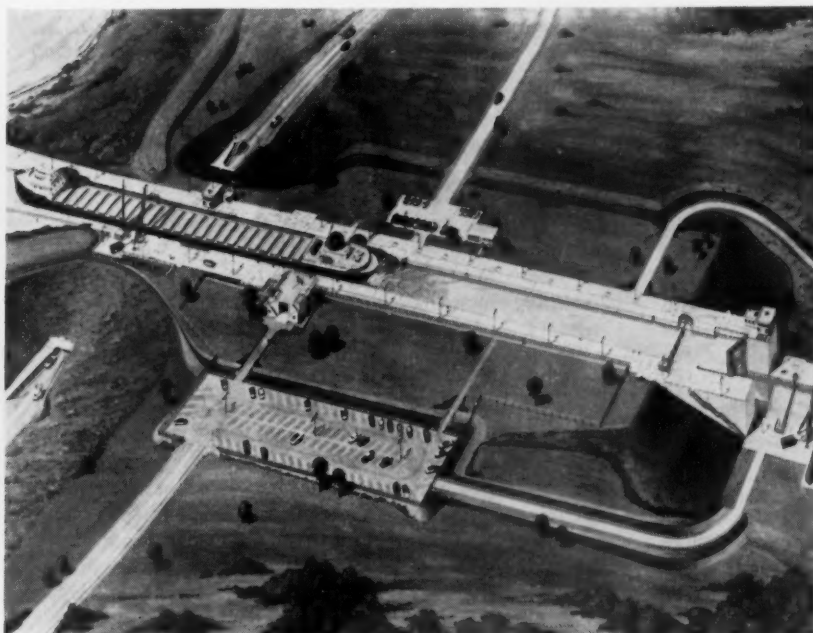




St. Lawrence Seaway project is scheduled for official opening in the spring of 1959

Dwight D. Eisenhower Lock. Construction on both this and the Grasse River Lock were reported at 62 per cent completion in June by the St. Lawrence Seaway Development Corp. Overall U. S. construction is 54 per cent complete

Tunnel work under Eisenhower lock



Two men at left post reports coming to the inventory room over a loudspeaker. Dispatcher has back to camera as he uses microphone



Radio Speeds Inventory

in 7-Warehouse Operation

Time lag before stock movements actually are recorded on inventory cards is reduced through radio-controlled system. Better service is given to other departments

By James H. Walsh

*Warehouse Supervisor,
Bridgeton Plant,
Owens-Illinois Co.*

A UNIQUE application of two-way radio at our Bridgeton, N. J., plant has solved a problem that has long plagued large warehousing organizations—up-to-date inventory.

Throughout the 50-acre plant and seven large warehouses, this electronic tool is used almost exclusively for recording inventory, stock locations, and movements of glassware. Stock is constantly on the move. Orders are shipped to customers, new stocks move in from production, and existing stock is being relocated. An accurate inventory record of these movements must be maintained for an efficient, economical operation.

Old System

Prior to the installation of the radio system, a voluminous amount of paperwork was required to locate glassware in stock. Yet, this system proved ineffectual since it was two to three days after the

stock was moved before it was recorded on the inventory cards.

As a result, when a lift truck operator was directed to a specific location to remove a load of bottles for shipment, he often found that the stock was not in its proper location. Valuable time was lost searching.

Management had long been concerned with the need for a better method of inventory control. This need became more pronounced with the steady growth of the plant.

Furnaces increased from five to eight and new warehouses were erected to house the three-million glass containers produced each day.

After a preliminary survey had justified the need for immediate action, the company work analyst and I were called by the plant manager to develop a new system.

We both were aware of the shortcomings of the existing inventory control. We knew that equipment



Enroute from production line to warehouse, the tractor operator radios the type and amount of glassware moved

operators often neglected to submit complete reports of all stock movements and that there was always the possibility of error in preparing these written reports. The most important problem to be overcome, however, was the time lag before stock movements actually were recorded on the inventory cards.

Two-way radio was not new to the plant—it already was used on the five vehicles of the maintenance department. After carefully analyzing the application of radio, we submitted detailed recommendations for a similar two-way radio system designed specifically for inventory reporting.

Since this was an entirely new concept, management gave approval for a three month test of the system. Equipment specifically designed for materials handling vehicles was selected for the test installation.

In the initial tests, mobile units were installed on three fork-lift trucks and a fixed station was located in the inventory control office.

The immediate results were quite convincing. When a driver removed stock for shipment, he immediately radioed a report of the movement and the necessary notation was made on the inventory cards. No longer was there a delay of several days before the movement was recorded. Management was so impressed with the results that it gave quick approval for the installation of mobile radio units on the entire fleet of 27 fork-lifts and tractors.

Begins with Selecting

The radio system is on the air 24 hours a day, seven days a week. Inventory control begins at the selecting department, where glass containers are boxed and stacked on trailers. A tractor operator moves the stock to a specified area in the warehouse and reports, via radio, to the shift dispatcher. The dispatcher, in turn, radios a lift-truck operator and directs him to the storage location. After the glassware has been stored in a numbered bay, the lift operator radios the inventory control office and reports the storage location, type, and amount of the item.

(Please Turn to Page 70)



Operating a versatile five-prong lift truck, an employee reports the exact stock location via RCA two-way radio

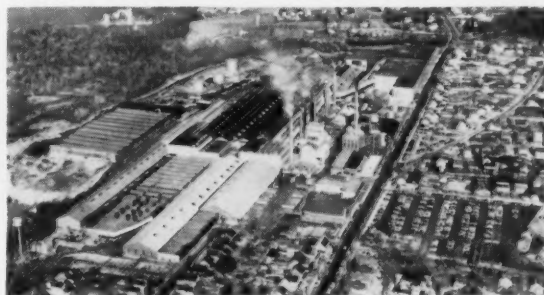


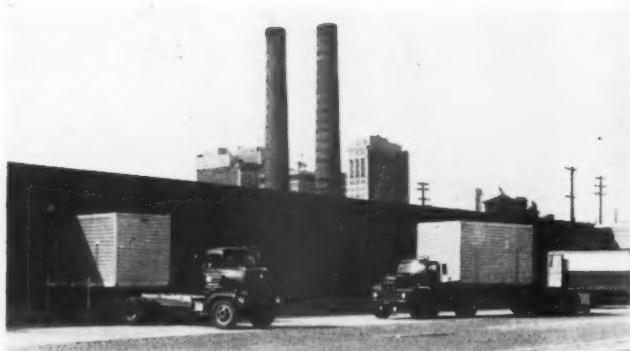
While loading finished glassware on a truck, lift-truck driver radios a detailed report to central control room



The crew leader, having received an urgent request from production, uses radio to direct movement of stock

The largest of seven warehouses (upper right) on 50-acre plant site houses 30-million glass containers



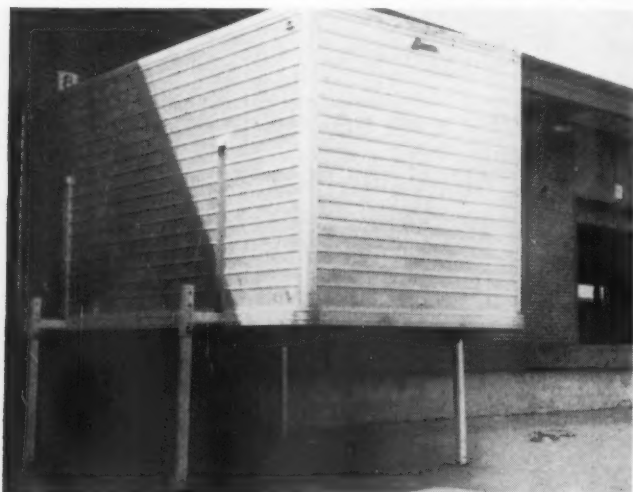


City delivery truck leaves empty van at dock where it will be loaded with items to be delivered in distant city. At right is a tractor-trailer which will add van to its load



Highway trailer is backed under the second van to complete inter-city vehicle's load. At the destination city, container will be parked. A truck then will make deliveries in city

Where loading docks vary in height, a Morhaul container can be set within an inch of the platform. Legs can vary in length to permit parking on uneven ground. Pads give solid footing



Legs on Van

By William R. Palmer

CARGO vans, standing on their own four legs, are now loaded at dock level after their wheels have been freed for other transportation operations.

This is the Morhaul system, developed by a Birmingham, Ala., hardware firm who saw advantages for this type of equipment in its own operation. When it was unable to find a manufacturer interested in vans on legs, the Moore-Handley Hardware Co. decided to manufacture the equipment for itself. It has now started a special division to market the conversion units.

This is how the system works:

At Birmingham, the loading dock is lined with cargo containers held at dock level by their cadmium-plated legs. These boxes are loaded throughout the day as orders are made up. When a van is completely loaded for local de-

Van, without added support of truck bed, is strong enough to permit mechanized loading. Containers are made in several sizes. Lengths are from 16 to 33 ft.



Step-Up Trucking

Trailers, trucks pull away leaving vans at dock level in system that reduces turn-around time for road equipment

livery, a truck with a special cradle slides under the container. A power-takeoff-driven hoist raises the cradle to the box. The tie-clamps are secured. After the legs have been raised, the hoist lowers the box onto the truck frame. The truck starts out on its deliveries.

Long-Haul System

For deliveries that will first move in a long haul, the procedure is different. For example, when the Nashville box is ready, a truck or trailer slides under it and raises it about 5 in. With legs untouched, the Nashville van then is placed in front of the box for Decatur. The truck is moved away and the long-haul semi-trailer rolls back under both boxes. They are secured and the trip begins.

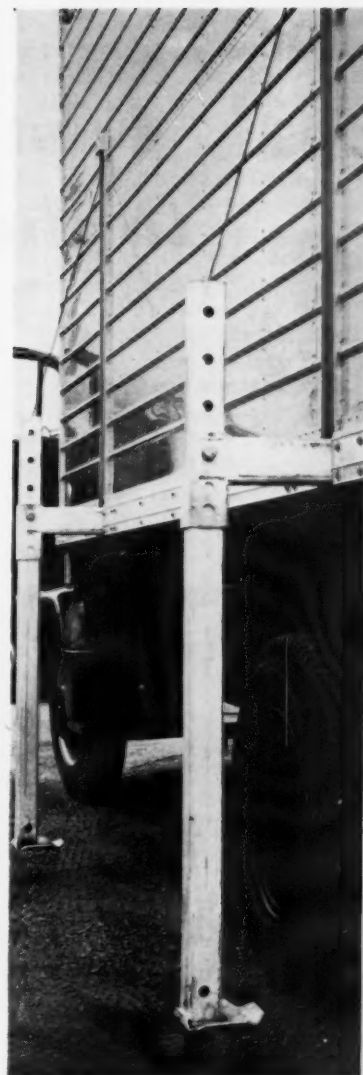
At Decatur, the trailer drops the rear box. If it is route-loaded,

the box will be left in the yard while a stock-loaded box will be left at the loading platform. The driver replaces the Decatur box with an empty.

At Nashville, he backs up to another empty box and deposits the Decatur empty in front of it. Then he drops the loaded Nashville box in the yard. Here it is picked up by the local truck, either for delivery or for spotting at the dock. The long-haul driver then picks up the two empties, secures them, and heads back to Birmingham.

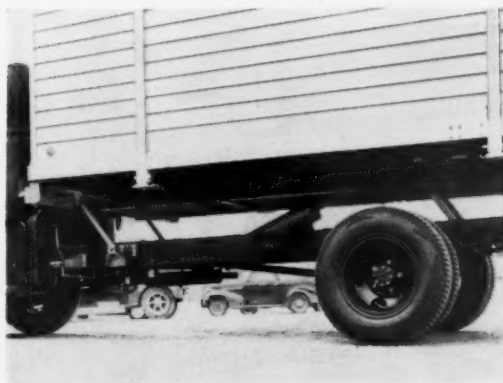
Another application for which this equipment has been considered is an operation where the trailer must remain parked at the customer's location from one to 30 days. Using self-supporting cargo vans would eliminate license tags for over 60 per cent of the fleet,

(Please Turn to Page 110)



Legs ride nested in side of container, secured by pin. Steel cable to top of leg holds counterweight for easy lifting

Special parallelogram frame is hydraulically hoisted up and back to raise the container above the truck bed. Hoist is driven from a power take-off on truck.



Twin boxes ride on special long-haul trailers, eliminating break-out terminals around the territory. Stepped trailer has delayed action hoist that raises and locks rear cradle, then raises front



Fast Handling—Key to the Lemon Market

By Warren E. Crane
DA Northwest Correspondent

Lemon packing and by-product processing take high-speed handling from the grove to the deep freeze, which keeps them fresh for the consumer



Bulk sugar trucks carry about 10 tons to plant of Exchange Co.

Machine at Santa Barbara rotates lemons while they are inspected



SQUEEZING a living out of lemons requires the operation of a high-speed distribution system that will bring the fruit to the customer with little loss in its grove freshness.

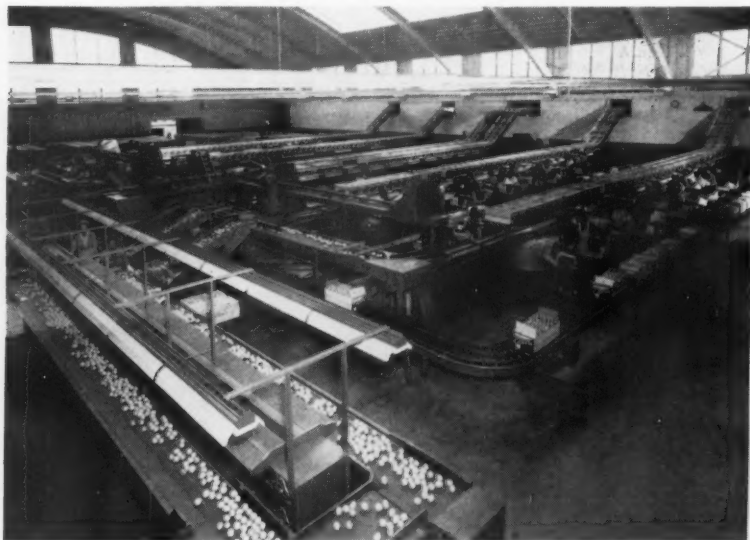
Goleta Lemon Association, made up of the growers from the Riverside, Goleta, Corona, and Santa Barbara area in southern California, operates one of the most modern lemon handling systems designed to carry out this purpose. It is housed in one of the

largest lemon plants under one roof.

Lemons coming from the groves are moved by clamp truck into the large 135 x 162-ft wash room. There, stacks are placed on a floor conveyor which carries them to the rotary dumper. This dumps each box gently, automatically diverting the field boxes to storage.

The dumper, where the fruit first enters the packing house processing line, sets the pace of the whole mechanized operation.

Sorters work in this large room at the Goleta Lemon Association Plant. Lemons arrive in field boxes which are brought to this room by lift



After being dumped into water to remove the leaves and twigs, the loose fruit enters the washing and sterilizing process. A warm soapy bath rids them of all field dirt and spray residue.

After a thorough scrubbing by soft revolving brushes, a clear water rinse removes all traces of dirt and soap, leaving the fruit clean. The next step, coating with a thin film of water wax, helps retard moisture loss during storage.

Clean and waxed, the fruit passes over a high speed sizer which automatically diverts an even flow to each of the four color sorting lines. Here deft fingers and sharp eyes segregate the fruit by color. Fruit, as it matures in the groves, varies in its stages of coloration; this helps to determine how long it will be stored. The lightest colors are picked out first; then the green spotted, the light green, and the dark green following as the proper color has been attained.

Packed in Boxes

As they are sorted, they are packed into boxes which come to the girls by automatic conveyor from the mezzanine floor. The boxes are made by an automatic box maker which produces 300-600 boxes per hour, depending on needs. Eighteen nails are driven

on each machine stroke. Three strokes complete a box.

Leaving the sorters, the boxes of fruit are placed on conveyor lines which rise to ceiling height as they move to the control room in the heart of the refrigerated storage space. Dropping to just below floor level, the boxes approach the hydraulic stacker and segregator system, most unusual of the organization's equipment.

By push-button control, the system operator counts and grades the mixed flow of boxed fruit. "Dark green," "light green," "A silver," and "B silver" boxes take their places in one of the six columns. Columns rise from the floor until they reach 11 boxes high.

"Memory Device"

The segregator has a "memory device" which takes charge of the boxed lemons from the moment the operator tallies them. The mechanism moves each box to its proper row. Each new box becomes the column's lowest until the total of 11 is reached.

Then the stack is lowered automatically and moves gently out from the stacker on the floor track. It moves so that two stacks stop side by side. Power clamp trucks pick up both in one lift and move them to storage. When the

fruit is the right color for market, power clamp trucks move it out of the big neon-lighted cold rooms into the control room again.

The 11-box stacks are again placed on a floor track and moved to an unstacker. This machine elevates the entire stack, moves the boxes off one at a time, and starts them on a ceiling-high conveyor to the packing room.

Coming into the big 135 x 162-ft packing room at ceiling height, the boxes reach a one-way elevator which always goes down. At the bottom, the lemons are dumped onto a conveyor. The fruit dumper places the empty box on an elevator-conveyor system which moves it to the labeling room.

The fruit then is treated with a microscopically thin coating of a waxlike substance which slows normal decomposition, retards shrinkage, and gives the lemons a shine.

Grading Belts

After this process, the loose fruit moves over grading belts where good fruit with scars or blemishes is diverted, weighed, and conveyed to juice fruit storage bins.

The pack fruit is conveyed to a
(Please Turn to Page 104)

Cans of frozen lemonade, already inserted in sales sleeves, are packed into carton at the Exchange Plant



Eighty tons of bulk sugar, the requirement for one full day's production of lemonade, are stored in Corona bins



British Warehouse Solves Parts Distribution Problems

Distribution center for British Isles and overseas features special storage bins, new storage racks, and electric cranes for handling heavy components

CLAIMED to be one of the largest in Britain and incorporating a number of interesting features, a new spares stores has been put into service by Associated Commercial Vehicles Ltd., at Southall, London.

It is located near the main A.C.V. factory there. Constructed and equipped at a cost of over £250,000 the new building covers an area of some 58,000 sq ft. It will operate as a distributing centre for the British Isles and overseas. Of steel-framed, brick construction, the building has generous and continuous windows on first and second floors.

Designed, in the main, as a sin-

By John Grindrod
DA European Correspondent

gle storey unit, the building has a double storey on the east elevation for offices. This gives a further 18,000 sq ft of space, part of which is used for light storage. The first floor is capable of supporting a load of five tons per square foot. Two loading bays, for the receipt and shipment of stores, are built as wings to the main building in order to give a clear area for the stores activities within the building.

The main storage and packing area is on the first floor to avoid

unnecessary handling of materials. All receipts flow into this area and thence in one direction toward the packing and shipping area. There, the despatch bay wing allows two of the largest vehicles to be driven in and loaded simultaneously.

Case Making Area

Located in the receipts bay is a packing case manufacturing and storage area, equipped with two woodworking machines. Here, also, are electrically heated and thermostatically controlled dipping tanks for complete cleaning and preservation treatment.

These include a Lanolin pre-

View of the main entrance shows two-storey construction of office section of new A.C.V. warehouse in Southall, London



Completed cases awaiting shipping are stored in the packing bay. Overhead cranes are used throughout the warehouse



servative bath and wax tanks in which gear is dipped prior to overwrapping and packing for the export market. The range of tanks is served by an electric monorail and a one-ton hoist.

There is also a spraying plant and spray booth for treating complete engines and units which cannot be immersed. Also located in this area are three battery-charging boards for the electrically powered stores transport.

The main storage binning was specially constructed to A.C.V. specifications. It has been built to a standard height of 19 ft 3 in., the maximum height at which it is considered stores can be conveniently handled from one floor. All bin sections have been designed to be of sufficient strength to support additional bins above to utilise the full height of 18 ft.

Because of the variety and sizes of stores carried, the bins are, in the main, adjustable. Among the new developments are special racks for awkwardly shaped spares such as valves, cardan shafts, spring leaves, road springs, exhaust pipes, differential and gearbox assemblies.

Valuable Parts Stored

On the second floor, small and valuable parts are stored. This section may be entirely shut off from the main stores and offices at any time. It is partly equipped with the latest type of mobile sliding bin units, designed to make

full use of every available square foot of floor space.

Incorporated with the central staircase is a self-operated two-ton lift, sufficiently large to accommodate a power truck. A gallery running along the inner wall of the office block will provide staircase access to a future third floor.

With the number of private offices reduced to a minimum, the second floor office area is divided up into two executive office suites for superintendent and service manager and an open general office for both spares and service staff. Two additional offices are provided on the first floor for the chief storekeeper and shipping clerks.

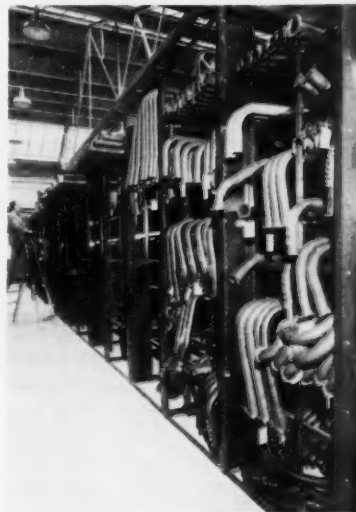
Lighting in the second floor store and in the first floor storage area immediately below is supplied by special dispersive tungsten bin light fittings. The main single storey stores area has both high level tungsten lighting for general purposes, with an illumination level of 18 lumens per square foot, together with low level light fittings between rows of bins. The latter are independently switched to provide local lighting when necessary.

For the speedy transmission of shipping and other documents between offices a pneumatic tube system has proved a valuable time saver.

All handling of heavy stores and packing cases within the
(Please Turn to Page 88)



Mobile bin units can be moved to one side to reach fixed bins behind them

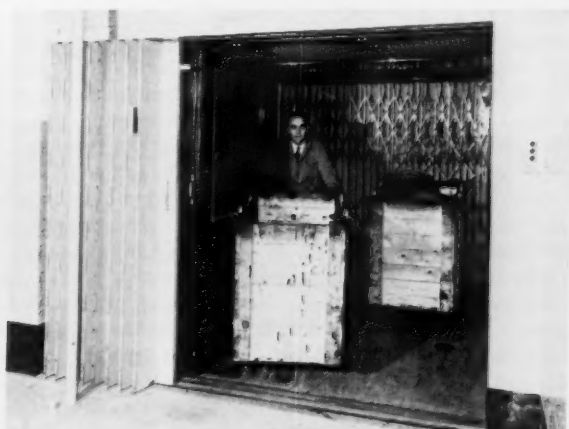


Adjustable racks store exhaust pipes and other awkwardly shaped parts

The two main doors of the dispatch bay wing are electrically operated while the small delivery door opens by hand



Two-ton elevator is shown here loaded with goods about to be delivered to the first floor of the warehouse



Warehousing-Distribution

Broad experience enables warehouseman to apply new ideas

ONE OF the parts of physical distribution is transportation.

Another part of distribution is packaging. Planned packaging fits skids, railway cars, trucks and warehouse bays with a minimum of waste.

Another part of distribution is materials handling.

Another part is warehousing. This embraces raw materials component parts, and finished goods.

These are in a true sense catalysts. Brought together and working together they are distribution, but each remains unchanged in itself.

In some companies, the traffic manager is given greater scope than in others. In some companies purchasing agents plan and buy packages, in others a packaging specialist is responsible. Purchasing agents plan and buy warehousing in many companies. Therefore, there is a broad field for directors of distribution.

The lot of the public warehousemen and the traffic man are closely allied. For every warehouse customer with a traffic manager there are a far larger number without. A recent check of our Company's accounts showed that of our Canadian customers only 17 per cent had a traffic manager in any real sense of the words. It is then the warehouseman who becomes advisor to these many companies.

The remuneration a warehouseman receives must be in direct ratio to the services rendered. Of interest is the fact that for some time on the storage of products in glass we assessed a penalty



By Ernest P. Carr

*President, Howell Warehouses Ltd.,
Toronto*

*President, Canadian Warehousemen's
Association*

rate to cover claims due to breakage. The swing to palletization and other factors have eliminated the need for this premium, and it has been removed.

In another case, a company which stores with us has a system we must adhere to even though it uses 1.8 persons per day on clerical work for a turnover averaging two carloads per month. Another company uses an almost identical amount of our clerical staff, yet handles an average equivalent to two carloads per day. The first company was given these facts and refused to change its system. It continues to pay a substantial premium for this office procedure.

The warehouseman can see such situations and can be of considerable service if he is experienced and progressive and is considered by the director of distribution as a partner in the overall scheme of things.

Public warehousemen in their

part of distribution cover an even broader field than the average traffic man. Most traffic men operate for one manufacturer. The manufacturer's products, for the most part, have something in common—they are mostly food, mostly paper, etc. This is not true in warehousing.

Our sales manager went recently to a customer with 26 years' experience in his field. He took to the customer an idea we had gained from handling a completely unrelated product. Our customer gained an idea new to the industry and an edge on his competition. We found ourselves with a new service to this man.

Trained Storekeepers

Public warehousemen are professional storekeepers. They attend conferences and courses to seek improvement. Knowledge is necessary for control and knowledge breeds improvement.

In our company, we record in "service reports" errors that affect our service. Our mistakes which affect a customer or his consignee are recorded on these service reports. How we found the error, when it happened, who or what caused it, why it happened, how it was corrected, and the cost of it are reported.

All those contributing to the error, including the department head and the foreman, sign the report. Eventually it reaches my desk. In six years we've ranged between a high of 56 and a low of 12 reported errors per 10,000 orders. Figures are per order only, not per item.

Mechanization has been the

Catalyst

to each industry

only means whereby the cost of warehousing has been kept at such a low level in spite of the increasing cost of manpower.

There are three major groups of warehouses. Many traffic managers deal with all three.

Goods finally are sold only when they reach the consumer. It seems today that there is a never ending search for a better service to facilitate this prompt delivery. To a good warehouseman the word "service" means a continuous search to lessen the vital period between the time the customer buys and the time when he possesses the item. This might be expanded to include the interval required to get the advising paper to the storer of the goods, furnishing him with the pertinent details of the shipment. This briefly is the warehouseman's job.

Adding to Cost

Distribution of merchandise, of which warehouse service is a part, comes into contact with the product at the point where it adds to the cost but not to its value and, therefore, like the much belabored accounting department, comes under careful scrutiny in search of economies. This is especially noticeable when it is realized that an article or its components may find its way in and out of warehouses many times as raw materials or components then finally as finished goods.

Goods are deposited in warehouses for many reasons:

They facilitate adjustment of irregularities in production and demand, thus maintaining regular employment;

Gains Through Use of Public Warehouses

1. Adjusting irregularities in production and demand to maintain regular employment is possible.
2. Through freight rates often are obtainable even though "storage in transit" in carload lots may be arranged.
3. A complete loss or tie-up is avoided in case of a fire or production stoppage.
4. Goods stored are available at short notice for shipment to points where sales exceed market analysis.
5. Freight, costs may be saved by qualifying for carload rates in plant-to-warehouse movement.
6. The warehouseman can maintain inventory and financial control at the market.
7. Goods stored during a period of high inventory can be used as collateral for bank loans.

Through freight rates are often obtainable even though "storage in transit" in carload lots may be arranged;

Your eggs are not all in one basket in the event of fire or production stoppage;

Goods stored at warehouses in the plant city or enroute are available at short notice for furtherance to points where sales exceed your market analysis;

Freight may be saved by qualifying for carload rates in plant to warehouse movement;

The warehouseman used as a trustee can maintain both inventory and financial control for the storer at the market. This is particularly valuable during trial periods for new agents or products.

Financial Service

The warehouseman also offers a financial service during the period of large inventories in off sales periods. The presentation at a bank of a negotiable warehouse receipt, issuable only by a public warehouse for goods held in storage, is accepted as excellent collateral. A slightly different service also is provided by this warehouseman under the heading of "field warehousing" whereby the warehouseman establishes a field warehouse on the storer's own property and issues a negotiable warehouse receipt.

Warehouses serve all phases of marketing through producer, manufacturer, financier, jobber or agent, and retailer.

Almost all warehouse services are obtainable on a tailored to measure basis. In Ontario a 50-lb case of merchandise may be stored for about 2½ cents for a calendar month if it arrives in a carload lot.

The user pays for only the maximum space, quoted on a per carton or tonnage basis, used in a month. Storage costs are in direct ratio to the amount of product on hand that month. You do not need a market analysis to determine the maximum space you need to lease for the next ten years; nor do you need to tie up capital for a building that must accommodate your greatest expectations but not overburden your low sales periods. Your exact need in that month and locality is what you purchase from the warehouseman.

Handling costs are even more directly tied to product cost. Handling costs are quoted on a sill-to-sill basis per package or per ton. The suggested 50-lb case is received at the warehouse door, moved to storage, and returned to the sill at a cost assessed only once.

From the time the warehouse
(Please Turn to Page 77)

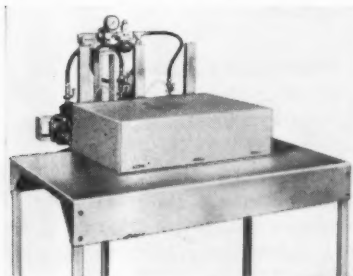


PRODUCTS

... FOR FURTHER INFORMATION

Automatic Stapler

Container Stapling Corp. is producing a new model for closing end overlap and telescope cartons. Equipped with three stapling heads, it is air operated and has fully pneumatic controls. There are no electrical con-



nections. When a carton is tapped against the stapling heads, three staples are driven, and clenched. The anvils automatically return to their original position. Either or both of the end heads may be disconnected.

Circle 31 on Card Facing Page 49

Single-Stroke Lift Truck

The danger of the "flying handle" has been eliminated, according to Lift Trucks, Inc., in their new single-stroke lift truck. No special push

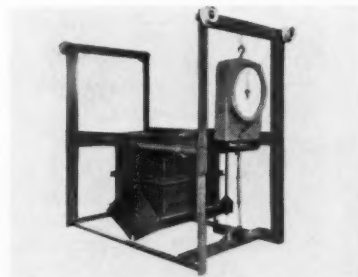


rods, levers, or extra foot pedals are used. The entire lifting mechanism and safety device is controlled by the lifting arm. A pedal lowers the load.

Circle 32 on Card Facing Page 49

Portable Scale

A new heavy-duty portable scale, especially useful for weighing heavy bulk materials at storage bins, has been developed by the Richardson Scale Co. Capable of handling loads of 200-1000 lb, the new scale is expected to save time in materials handling



and simplify weight proportioning. To perform a simple weighing, the scale is wheeled to a storage bin and loaded with the desired amount of materials. Then it is moved to the loading area where its contents are discharged into a container. Discharge may be by hand lever or air cylinder.

Circle 33 on Card Facing Page 49

Tape Punching Comptometer

Valuable for inventory control and integrated order billing is a new automatic tape punching and programming machine designed by the Comptometer Corp. The machine in-

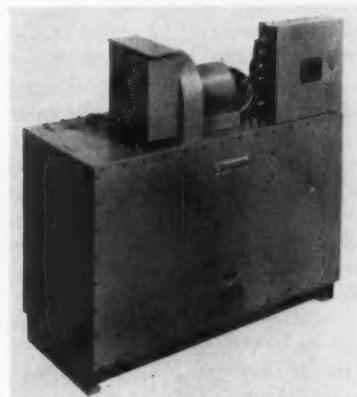


stantly converts calculator results into punched paper tape, ready to be fed into processing machines with tape-reading mechanisms. To further speed the operation, the machine has a program board which automatically punches constant data, such as code numbers, into the tape, freeing the operator to do actual calculating. The device eliminates the key punch operation otherwise necessary to put calculations onto tabulating cards.

Circle 34 on Card Facing Page 49

Commercial Dehumidifier

A new dehumidifier for low-humidity storage applications was recently announced by Dryomatic Corp. It is an automatically regulated dual-tower unit which uses silica gel as its drying medium. It is designed to maintain humidities down to 10 per cent in areas up to 35,000 cu ft over a wide range of temperature. Dry air

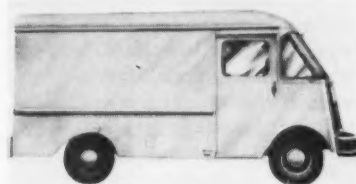


output is 100 cu ft per minute. It can remove 50 lb of water in 24 hours. Regeneration of the silica gel is done by electric heating elements. While one tower is renewing itself, the other continues to supply dry air.

Circle 35 on Card Facing Page 49

Delivery Truck Body

Andrews Trailer and Body Co., manufacturer of aluminum trailer and van truck bodies, is coming out with a new forward control parcel delivery body. It is designed for mounting on all makes of chassis. It is available in identical design in either aluminum or steel. The 1/8-in.



aluminum side sheets have a high resistance to dents with a light overall weight. Pre-punched riveted airplane-type construction is used in both bodies, making replacement of accident-damaged components simple.

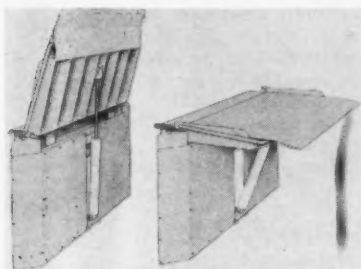
Circle 36 on Card Facing Page 49

and EQUIPMENT

PLEASE USE THE READERS' SERVICE CARD • • PAGE 49

Mobile Dock Ramp

Motor truck terminals and warehouses faced with limited dock area for truck loading may find the answer to their problem in a new mobile dock ramp by The Wayne Pump Co. Known as the Rail-O-Matic, it rides its own rail erected on the face of the dock. It can be used at any spot along this rail. Just 30 seconds after one truck has been unloaded, the dock ramp can

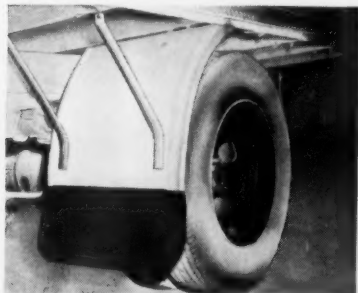


be repositioned for another truck. Any point on the dock becomes a loading point. On long docks with heavy traffic, any number of ramps can be installed. The platform has an adjustment range of 24 in. to accommodate any truck height. A foot control raises or lowers the hydraulic ramp.

Circle 37 on Card Facing Page 49

Contour Mud Fender

Saf-T-Fend Co., a division of Paramount Truck Body Co., has recently introduced truck and trailer contour mud fenders which comply with requirements of the new Illinois law.

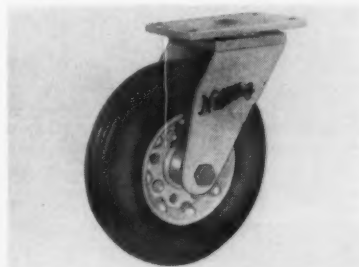


They are fully undercoated and have no pieces to be fitted together at the time of installation. Other features include a 2½ crimped fender lip, special crown design for added strength, and cord rubber flaps banded with steel braces.

Circle 38 on Card Facing Page 49

Pneumatic Tired Casters

Matching swivel and rigid casters with 10-in. semi-pneumatic or full pneumatic rubber tires have been introduced by Nutting Truck and Caster Co.



The tires provide the shock absorbing qualities needed to transport fragile loads over uneven floors or rough ground. The semi-pneumatic type is puncture-proof and is mounted on aluminum alloy hubs and rims. The pneumatic type, mounted on pressed steel rims and hubs, has inner tubes and four-ply casings. Both are roller-bearing equipped.

Circle 39 on Card Facing Page 49

Light Lever Puller

A light-weight lever puller—a hand tool for lifting, lowering and dragging—has been developed by The Harrington Co.



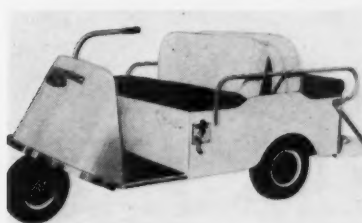
Known as the Peerless Pal, it is made in capacities of one-quarter and one-half ton. Since the handle will operate in any position of a complete circle, the puller can be used to handle loads in both open and confined spaces.

The handle is detachable. A snatch block, which doubles capacity, can be installed without tools. Applications include moving machinery, lifting equipment parts into place, and tightening guy wires.

Circle 40 on Card Facing Page 49

Personnel Carrier, Pickup

The Worthington Mower Co. has just introduced an electric-driven, four-passenger personnel carrier and a two-passenger, half-ton pick-up car. Both models are for indoor and outdoor use. They feature a low center-of-gravity that makes them extremely stable. Big, oversize tires provide excellent traction. A 24-volt electric



motor provides ample power for climbing steep ramps. The brakes are of the automotive, internal-expansion type, eliminating the danger of run-aways or jolting stops. Three-wheel construction and tiller-bar steering permits turning in narrow aisles.

Circle 41 on Card Facing Page 49

New Towing Tractor

The newly established Towing Tractor Section of The Frank G. Hough Co. has introduced the first two of its new tractors. Drawbar pull of these models are 5000 and 6000 lb. Both have two-wheel drive. The new tractors are compact and maneuver-



able, featuring torque-converter drive and automatic transmissions. They are ideally suited to industrial tractor-trailer operations, rail and motor truck terminal use and stevedoring operations. Head and tail lights are standard equipment. A wide variety of coupler attachments are available.

Circle 42 on Card Facing Page 49

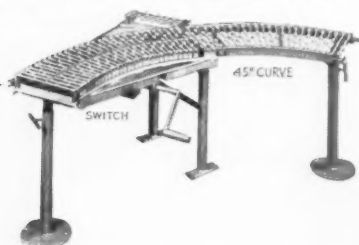
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DA NEW PRODUCTS and EQUIPMENT

CONTINUED FROM PREVIOUS PAGE

Conveyor Switch

Metzgar Conveyor Co. offers a midget version of its gravity Flex-A-Switch for use with its Mighty Midget conveyors. This switch is built in either wheel or roller type for quick adjustment from through travel to

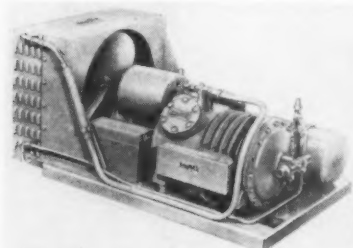


45 deg right or left. For 90 deg right or left, a 45-deg curve is added. The design provides positive travel at any angle without guide rails because axle centers are always on radial lines. Midget wheels and rollers are $\frac{3}{4}$ -in. diameter and can be as close as .857-in. center to center.

Circle 43 on Card Facing Page 49

Truck Refrigeration

Truck refrigeration now can be tailor-made to suit the space available in delivery trucks, according to the Brunner Manufacturing Co. Brunner semi-hermetic truck refrigeration



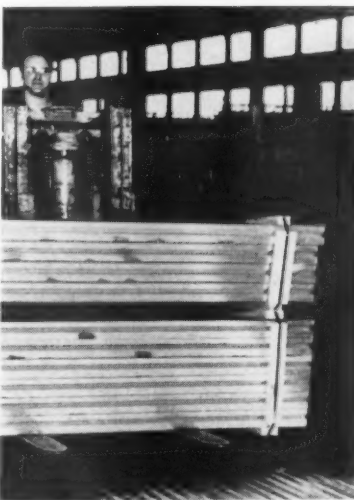
condensing units come in two separate designs—one with components arranged for installation on the left side of the truck, the other for the right side. The optional arrangement of components permits easy access to the control panel regardless of the unit's position on the truck body. These air-cooled units are supplied in integral units of $1\frac{1}{2}$, 2 and 3 hp, and fractional units from $\frac{1}{2}$ through 1 hp.

Circle 44 on Card Facing Page 49

New Truck Flooring

Two novel designs in aluminum floors for highway trucks and trailers were announced recently by Aluminum Co. of America.

More than half a pound lighter per square foot than previous floors, the new designs make even stronger flooring for refrigerated trucks and trailers. Air circulation is increased up to 30 per cent while fasteners are concealed by the new construction.



The dry-freight flooring consists of two extruded shapes—a floor board and a floor key. These, combined with wooden nailing strips, provide a wide variety of combinations covering all the floor widths used. Weight of the dry-freight flooring is unchanged but strength is increased 10 per cent.

Circle 45 on Card Facing Page 49

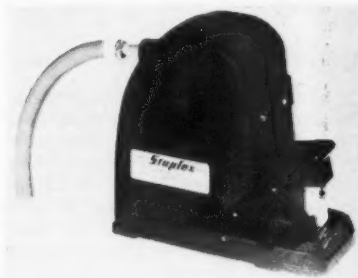
Long-Life Batteries

Battery overcharge, greatest enemy to battery life, has been defeated by a substance developed by The Firestone Tire & Rubber Co. Called CA-300, it is a combination of cobalt and arsenic. This is built into new batteries to form a protection around the positive plates. CA-300 batteries, the manufacturer says, have 300 per cent more resistance to overcharge than minimum requirements of the Soc. of Automotive Engineers.

Circle 46 on Card Facing Page 49

Air-Powered Stapler

Bags, material, paper, and forms can be stapled with an air-powered stapling machine produced by The Staplex Co. It can be used to provide low-cost stapling anywhere that pneumatic lines are in use. A three-way

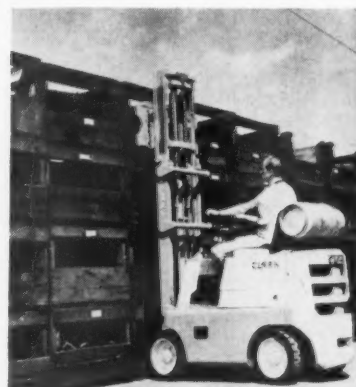


air switch valve permits operation by foot, knee, or hand. Standard $\frac{1}{4}$ -in. leg staples are used. There is nothing to remove when reloading. Staples are simply slipped into the front of the machine. It is $3\frac{3}{4}$ in. wide, 7 in. deep, 7 in. high, and weighs 7 lb.

Circle 47 on Card Facing Page 49

LP-Gas Fuel System

An LP-gas fuel system is available as optional power on the new line of fork trucks manufactured by the Clark Equipment Company's Industrial Truck Div. Components of the system are interchangeable on all Clarklift models. The system requires minimum space and is installed so as not to interfere with any function of the truck. A flexible fuel line from the externally mounted tank to the fuel filter permits opening of the



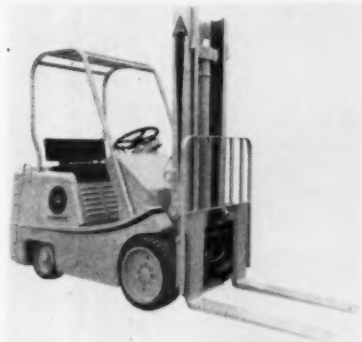
engine hood without disconnection of the fuel line. Safety features include a 375 psi relief valve built into the tank, valve-mounted excess flow check valve, quick disconnect coupler with check valves in both fittings, solenoid valve, hydrostatic relief valve, fused vacuum switch, and a tank guard. The truck and LP-gas components are approved by the Underwriters' Laboratories, Inc.

Circle 48 on Card Facing Page 49

Stevedore Lift Truck

A special fork-lift truck for stevedoring operations is being produced by Automatic Transportation Co. It is a gas-powered electric-driven truck with lifting capacities up to 8000 lb.

The truck has a top speed of 9 mph and a lift speed of 65 fpm. It also has ample power to accelerate on a 25 per cent ramp under full load.



Lifting eyes are on the counterweight and on the lower part of the uprights, instead of at the top, affording better balance in lowering the truck into the hold of a ship.

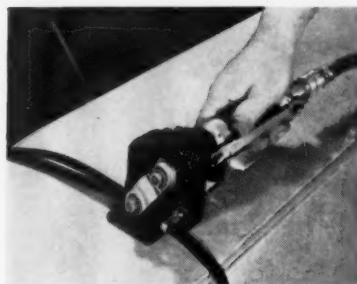
A heavy steel scuff plate extending the full length of the truck protects it from gravel and broken dunnage thrown up by the wheels. A removable counterweight, equipped with built-in eyes, permits reduction of the truck's weight when lowering it into a hold.

It is 39½-in. wide and 87¾-in. long without forks. Standard forks are 42-in. long. Its wheelbase is 52 in. and outside turning radius is 82 in.

Circle 49 on Card Facing Page 49

Steel Strapping Tool

A new power tool for tensional strapping has been introduced by Brainard Steel Div. of Sharon Steel Corp. It weighs less than 4 lb but has unlimited take-up. Airpowered,

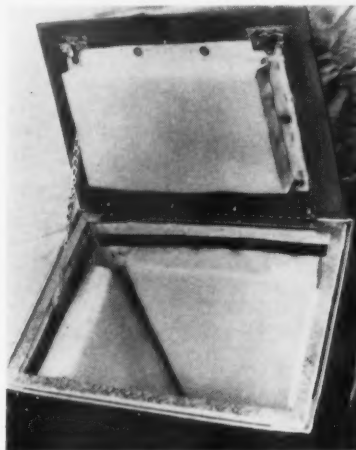


it is fast, light, and quiet. Available for every tensional width, it may be adjusted to all gages in the width it handles. Because of its pneumatically controlled tension and unlimited take-up, the new tool is expected to reduce operator fatigue and errors in tensioning.

Circle 50 on Card Facing Page 49

Reusable Containers

A new line of reusable vulcanized fibre shipping containers for the transportation of delicate instruments now is available from the National Vulcanized Fibre Co. The side walls and bottoms are plywood, protected on both sides by vulcanized fibre. This construction gives minimum weight and maximum strength. Maximum protection to contents is provided by a thick, shock-absorbing internal pad-



ding, mounted on plywood panels and covered with cotton duck. The lid, constructed of ¼-in. bone fibre and hinged to the recessed metal top molding, is secured for shipment with two recessed fasteners. A range of sizes is available.

Circle 51 on Card Facing Page 49

One-Man Barrel Lift

One man can safely perform five operations with 55-gal steel drums through use of a new barrel lift. Produced by the Morse Mfg. Co., Inc., it



raises, transports, rotates, tilts, and drains the drums. The container is under perfect control at all times. Self-locking safety stops prevent accidental movement of the handle. The lift has an adjustable leverage feature for various weight drums from 500 to 1000 lb.

Circle 52 on Card Facing Page 49

Elevating Tail Gate

An elevating tail gate with a capacity of 1000 lb has been developed for small trucks by Curtis Automotive Devices, Inc. Suited for ½, ¾, and 1-ton trucks, it is mounted without cutting or altering the truck body. One model, designed for express



trucks, has a 54 x 28-in. platform and weighs 325 lb. The model for stake-body trucks has a 78 x 28-in platform and weighs 450 lb. The platform is raised by torque-type lifting arms that lift the load straight up. Power is supplied by a hydraulic pump and cylinder combination. The pump is driven by an electric motor that operates on the truck's six- or 12-volt system. A relief valve guards against overloading.

Circle 53 on Card Facing Page 49

Base Mounted Jib Crane

Becker Crane & Conveyor Co. has developed a new base mounted jib crane. The new crane features a heavy-duty beam support bearing. The support provides safe load sup-



port while requiring a minimum of maintenance. The bearing consists of a large tapered roller bearing located at the top of the support column. Below are a pair of steel rollers which bear on a wear band welded to the column. These rollers are mounted on anti-friction bearings and are fully adjustable. The crane is built in 52 sizes ranging in capacity from 500 to 10,000 lbs, with boom lengths from 8 to 20 ft.

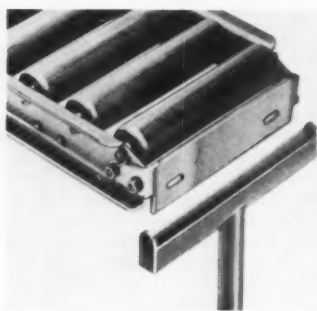
Circle 54 on Card Facing Page 49

DA NEW **PRODUCTS** **and EQUIPMENT**

CONTINUED FROM PREVIOUS PAGE

Conveyor Coupling

The "Quick-Eez" coupling developed by the E. W. Buschman Co. is a new feature engineered for the fast, economical set-up of aluminum and steel wheel and roller conveyors. With this coupling feature, both ends of

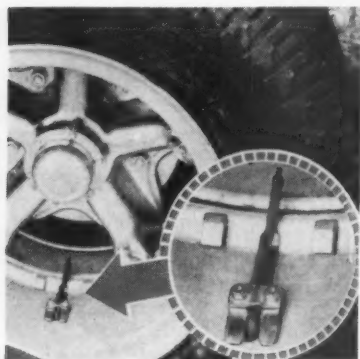


the conveyor sections are identical. Each section is a complete unit independent from adjoining ones. This eliminates end-for-end shifting, and cuts conveyor set-up time to a minimum. The conveyors are equipped with extended end plates. These end plates fit down into slotted tops of the tubular stands. These are the actual coupling elements.

Circle 55 on Card Facing Page 49

Valve Stem Protection

Sav-A-Tir is a clamp which locks the valve stem in stationary position and prevents the stem from being

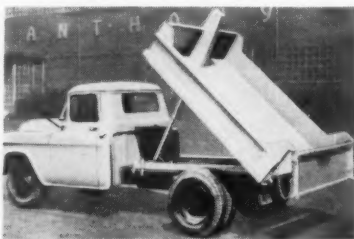


pulled into the tire. Sav-A-Tir further reduces the possibility of tire fires by securing the tube through its lock on the stem.

Circle 56 on Card Facing Page 49

All-Purpose Dump Body

The Anthony Co. is now manufacturing an all-purpose dump body designed for a one-ton truck chassis. It has a $1\frac{1}{2}$ -cu yd capacity. The hydraulic hoist is the single cylinder,



telescopic head-lift type with a 61-in. stroke. Its high pressure cylinder has a V-type packing and a five-ton capacity. Pump reservoir and valve are in a single unit, driven by power takeoff from the truck transmission.

The body is made of 12-gage steel and has gussets for adding sideboards.

Circle 57 on Card Facing Page 49

Reverse Steering Trailer Undercarriage



The problem of skidding and jack-knifing of semi-trailers has been solved by a new reverse steering trailer undercarriage that steers backward and forward automatically. It is marketed under the name Saft-Trac by Trans Equipment Corp. Operating advantages include non-scuffing of tires, a 10-15 per cent addition to legal payload, and added safety.

Mobile Stock Picker

Economy Engineering Co. announces production of a new unit for filling production or resale orders from inventory or warehouse stocks. The new stock-picker automatically transports and lifts the stock clerk to the desired shelf or bin from which he



can fill his order, placing the material on shelves which can be adapted to the unit. The machine has a half-ton capacity and elevates up to 5 ft. Only 30 in. wide, the stock-picker operates in most narrow aisles. It is powered by two batteries, one for drive and one for lift, and includes a built-in charging mechanism.

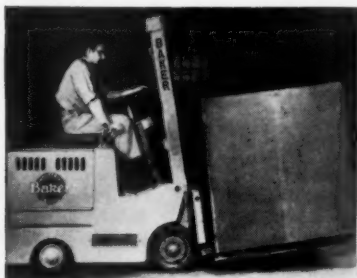
Circle 58 on Card Facing Page 49

The company is producing for immediate delivery a twin-axle trailer with a 30-ft bed and a triple-axle trailer with a 33-ft bed. Open tops and vans also are available. Considerable weight has been taken out of the trailer with no loss in strength by a patented integrated frame structure.

Circle 59 on Card Facing Page 49

Electric Fork Truck

A highly maneuverable electric fork truck with 2000-lb capacity has been added to the Baker-Raulang Co. series. It has an overall length, without forks, of 66½ in. and a turning radius of 68 in. Minimum intersecting aisle is 60 in. Maximum travel speed



with load is 5.2 mph. A 10° tilt forward or backward makes the new truck useful for loading side-loaded pallet body trucks. Features include self-adjusting hydraulic brakes and independent seat-operated parking brake. Dynamic braking, a control which prevents abrupt reversal of direction at high speed, also is provided. Steering is automotive type. Absence of a cowl improves visibility and makes it easier for the operator to mount and dismount. Standard lift height is 130 in.

Circle 60 on Card Facing Page 49

Magnetic Belt Conveyor

A magnetic belt conveyor which transports ferrous loads at angles up to 90° has been developed by The Alvey-Ferguson Co.

In handling steel tote boxes and ferrous products, either unpackaged or in paperboard containers, the con-



veyor saves valuable floor space by using steep inclines.

Loads are carried on a thin, rough-surfaced belt which slides over a metal bed containing permanent magnets. Because the belt must be slack to conform to the lower vertical curve, a special, positive-acting drive is used.

Circle 61 on Card Facing Page 49

Conveyor Transfer Table

A new ball bearing transfer stand, the Traffic Circle, has been announced by the M-H Standard Corp. It is used as a junction for two, three, or four gravity conveyor lines and permits

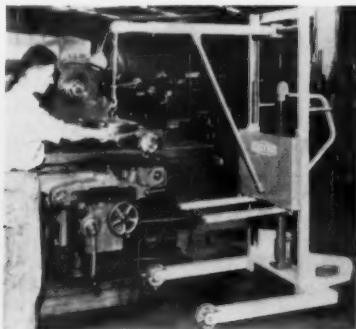


easy routing of objects from one line onto any of the others. It is also useful where it is desired to cover a broad area by shifting a gravity conveyor. In such cases the circle acts as a variable angle gravity curve.

Circle 62 on Card Facing Page 49

Crane Added to Lifts

A new crane attachment now is available for portable lifts made by The Oster Mfg. Co. It is designed for equipment of 1000 and 2000-lb capacity and 56-in. lifts. On new machines, installation is made at the factory. Cranes will be installed in the field on machines already in use.



The boom extension is adjustable to 30, 36, and 42 in. Lowest position at which the crane functions (using the 30-in. boom position) is 3 ft 4 in. Using the 42-in. position, the crane reaches a maximum height of 8 ft 3 in. The 30-in. boom will lift 500 lb, the 36-in. position has a 420-lb capacity, and the 42-in. length will lift 375 lb.

Once installed, the crane is demountable for standard lift operation.

Circle 63 on Card Facing Page 49

Electric Lift Truck

Easy access for maintenance is featured in a new model Hustler Corp. electric lift truck. The battery case is located under the driver's seat while other maintenance can be taken care of by raising the floor boards. Designed as a small, versatile, and maneuverable piece of equipment, it is produced in 1000, 2000, and 3000-lb capacities.



Measuring only 60 in. in length, the Hustler PUG has a turning radius of 52 in. Operating features include four forward speeds up to 6 mph and reverse. A dead-man brake is incorporated on the mechanical braking system. An auxiliary electrical brake is available to the operator.

Lift controls, as well as directional controls, are located on the steering column just beneath the wheel.

Circle 64 on Card Facing Page 49

Corrugated Box

A corrugated apple box which will withstand several months of cold storage and then can be shipped anywhere in the world has been developed by Gaylord Container Corp. Apples



packed in the box have been held in cold storage at 31 deg with 90 percent relative humidity and stacked 10 high for nine months. There were no box failures. Molded paper trays are used to position and cushion the fruit, making individual wrapping optional. Cover flaps can be slotted to fold down at the sides out of the way while the box is being filled.

Circle 65 on Card Facing Page 49

**FREE**

LITERATURE

Inclined Conveyors

A package conveyor belt which solves many incline problems is described by B. F. Goodrich Industrial Products Co. in a new catalog. Grip-tite, as the conveyor is called, uses a high rib every 18 in. This serves as a cleat to stop lightweight packages from slipping down the belt.

Circle 66 on Card Facing Page 49

Portable Belt Conveyor

Details on a lightweight portable belt conveyor have been published by The E. W. Buschman Co. in a four-page bulletin. The conveyor is discussed from a cost-cutting angle and as a heavy-duty piece of equipment for loading, unloading, and stacking.

Circle 67 on Card Facing Page 49

Safety Certification

Requirements for certification in motor fleet safety work, as recently revised, have been prepared in booklet form by the National Committee for Motor Fleet Supervisor Training of the American Trucking Association, Inc. Among the revisions announced is the acceptance of courses other than those presented by the committee at Pennsylvania State University. The book includes information on certification as safety director, safety supervisor, and driver trainer. To be acted upon this year, applications must be in by September 14.

Circle 68 on Card Facing Page 49

Clean Trailer Booklet

The Service Dept. of Fruehauf Trailer Co. has issued a 12-page booklet on cleaning, brightening and protecting the appearance of truck-trailers. It covers the nature of deposits which gather on the surface of trailers and deals with methods for removing these. Aluminum, stainless steel, painted surfaces, and plastics are discussed. Full instructions include precautions to be taken in handling the materials required for cleaning. Included also are instructions for removing corrosion and how to apply clear coatings which preserve the trailer's appearance.

Circle 69 on Card Facing Page 49

Packaging Costs

The story of greater product protection at lower packaging cost is told in "Cost Saving Packaging," a 12-page brochure published by The Celotex Corp. The brochure cites case histories in the commercial, automotive, industrial, electronic, aircraft, and materials handling fields.

Circle 70 on Card Facing Page 49

Chain Safety Chart

Safe handling of chain blocks is illustrated in a new safety chart prepared by Manning, Maxwell & Moore, Inc. Nine panels, each with two pictures, show correct and incorrect use of chain blocks.

Circle 71 on Card Facing Page 49

Table-Top Conveyor Chains

A new bulletin from Chain Belt Co. features a table-top conveyor chain, available in either steel or nylon. Illustrations show the scope of applications. Sprockets for this conveyor system also are shown and listed. The booklet contains information on roller chain, crescent-top chain, loose-pin case conveyor chain and riveted case conveyor chain.

Circle 72 on Card Facing Page 49

FILM

Packaging Slidefilm

A color sound slidefilm entitled "Simple Arithmetic in Packaging," on the subject of corrugated bulk containers, has been completed by Gaylord Container Corp. Div. of Crown Zellerbach Corp. Based on nine case-histories, the film documents the saving in materials handling and packaging made possible by corrugated bulk containers of various types.

Included are bulk containers for chemicals, tufting yarn, slab wax, electrical controls, synthetic rubber, tractor parts, gasoline engines, plastic pellets, and welding electrodes.

A showing of the film can be arranged by writing to the Advertising Department, Gaylord Container Corp. Div. of Crown Zellerbach Corp., 111 North Fourth St., St. Louis 2, Mo.

Watchlock Systems

A folder describing various watchclock systems for warehouses is now available from the Detex Watchlock Corp. It includes a selection of systems.

Circle 73 on Card Facing Page 49

New Rubber Bumpers

Castle Rubber Co. is introducing its rubber bumpers, "Cushioneers," in an illustrated leaflet. Applications shown are on trucks, on truck docks, on tow boats, and on marine piers.

Circle 74 on Card Facing Page 49

Elevating Conveyor

Lynch Robo Corp. is offering a six-page folder illustrating the company's up-and-over conveyor for handling bulk foods. It is an adaptable bucket-type conveyor system for gentle, sanitary, economical handling of all free-flowing bulk materials. It can be adapted to any vertical or horizontal application.

Circle 75 on Card Facing Page 49

Conveyor Rollers, Frames

Various types of rollers and frames for gravity and live roller conveying systems are described in a brochure by The Alvey-Ferguson Co. In addition to covering factors which must be taken into account in selecting the proper type and size of rollers, the brochure contains drawings and specification of A-F rollers which meet any operating condition. Included are rollers with continuous load ratings from 30 to 8000 lb.

Circle 76 on Card Facing Page 49

Folder on Engines

The White Motor Co. describes the 400 Series of Mustang engines in a recent publication. These gasoline engines are available in 145, 160, 200, and 215 hp sizes.

Circle 77 on Card Facing Page 49

Automatic Tying Machines

The advantages of mechanical tying machines are illustrated in a booklet published by the B. H. Bunn Co. These machines will tie mail, cans, newspapers, baked goods, meats, and cartons.

Circle 78 on Card Facing Page 49

Handling Case Studies

Materials handling case studies and product information are available in the latest issue of "Lift and Hoist," semi-annual publication of Yale and Towne Mfg. Co. Included in the product material is a description of an industrial lift truck with 20,000-lb capacity.

Circle 79 on Card Facing Page 49

Storeroom Operation

"More for Your Storeroom Dollar," an article by Erich M. Hauer, New York management consultant, appears in a recent issue of Management Aids for Small Manufacturers, a publication of the Small Business Administration.

Circle 80 on Card Facing Page 49

Lift-Truck Grab Arms

Cascade Mfg. Co. describes the operation of its grab arms for lift trucks in a four-page leaflet. Designed for case goods, the attachment eliminates the need for pallets. Two models are described.

Circle 81 on Card Facing Page 49

Port of Long Beach

Facilities of the Port of Long Beach, Calif., are presented in a 40-page booklet prepared recently. Included is a business directory and a map of the port area.

Circle 82 on Card Facing Page 49

Outdoor Fork Lift

Clark Equipment Co. is offering a four-color catalog on its new line of fork trucks for outdoor handling. Issued by the Industrial Truck Div., the booklet covers models with capacities of 15,000, 20,000 and 30,000 lb. Drawings indicate some applications of the machines. Tables and charts give full information on operating features.

Circle 83 on Card Facing Page 49

Industrial Couplers

A new Truck Engineering Bulletin describing various types of couplers available from and used on its line of power industrial trucks has been released by The Elwell-Parker Electric Co. The literature covers the pin type, which can be had in various dimensions and sizes according to specific requirements; the double height pin type which permits two coupler heights; the automatic coupler which can be adapted for hand or foot operation; the remote control pin type which permits hand or foot operation from the driver's seat; the "U" bolt type, and the pin type with chain which also may be operated from the driver's seat.

Circle 84 on Card Facing Page 49

Folder on Stenciling

Stencil cutters, brushes, ink, and electric tape cutters are described in a folder prepared by the Marsh Stencil Machine Co. Stencil cutting machines are available in ¼, ½, ¾, and 1-in. sizes. Inks are red, white, blue, green, yellow, orange, and brown.

Circle 85 on Card Facing Page 49

Liquid Handling Catalog

Wheaton Brass Works is offering a 100-page catalog on loading arm assemblies, loading valves, swing joints, truck tank equipment, storage tank fittings and other products for efficient handling of bulk liquids. One complete section is devoted to general engineering data. Full specifications, diagrammatic views, and recommended applications are given.

Circle 86 on Card Facing Page 49

Trailer Data Sheets

Fruehauf Trailer Co. has issued four new pages for its looseleaf commercial trailer catalog. The new sheets cover the latest additions to the Volume Van line, including a lightweight aluminum refrigerated van, exterior post aluminum van, smooth panel aluminum van, and a lightweight steel grain haul van.

Circle 87 on Card Facing Page 49



For prompt service, use postage-free postcard provided to obtain FREE LITERATURE and NEW PRODUCT information described in this issue. All material is FREE unless otherwise noted.

Visible Record Keeping

Remington Rand Div. of Sperry Rand Corp. is introducing in an eight-page folder its new Aristocrat model Kardex. Some of the new features of the visible record keeping system are pearl gray slide fronts, pocket construction to add strength and protect records, greater card capacity, and less noise in use.

Circle 88 on Card Facing Page 49

Plywood Design Data

"Design with Fir Plywood" is a new booklet released by the Douglas Fir Plywood Association. It is intended to serve as an informational aid to industrial designers, materials handling, packaging, and plant engineers, architects, and other specifiers of building and industrial materials.

Circle 89 on Card Facing Page 49

BOOKS

Materials Handling

"Materials Handling Equipment" is the subject of a new textbook by D. Oliphant Haynes which will be published this month. It is designed to show how each machine functions and the job it is designed to do. More than 2200 line drawings are used to illustrate the text. Containing 636 pages, it is published by the Chilton Co. at a prepublication (September 11) price of \$15. The price after publication is \$17.50. Send orders to: The Editor, DISTRIBUTION AGE, Chestnut & 56th St., Philadelphia 39, Pa.

Agricultural Exemptions

The U. S. Department of Agriculture has released a research report on "The Agricultural Exemption in Interstate Trucking—A Legislative and Judicial History." The report, prepared by Celia Sperling, avoids editorializing. It presents statements relating to the Act of 1935.

Copies can be acquired at 40 cents each by writing to the Superintendent of Documents, U. S. Government Printing Office, Washington, D. C.

Forwarding and the TM

A handbook entitled "Export-Import Forwarding and Traffic Management" by Dr. Alfred Murr, Lecturer in Transportation at New York University School of Commerce, was published recently. It covers the diverse functions and services developed by forwarders in connection with ocean traffic management. The text represents a new approach in dealing with ocean traffic management's impact on export sales and in its relation to foreign commerce.

Copies cost \$7 and are available through the Cornell Maritime Press, Cambridge, Md.

Warehouse Census

Copies now are available of the report, "Public Warehouses," 1954 Census of Business Bulletin W-2-11, which covers 7565 establishments employing nearly 100,000 persons. This bulletin is available from the Superintendent of Documents, U. S. Government Printing Office, Washington, D. C., or from field offices of the U. S. Department of Commerce for 50 cents each.



A V-8 service crankcase assembly is lowered onto one section of the one-piece wirebound wrap-around blank



Assembly is "wrapped up" in hexagonal box. Although they weigh 400 lb, four are placed on pallet

Box Design Doubles Warehousing Capacity

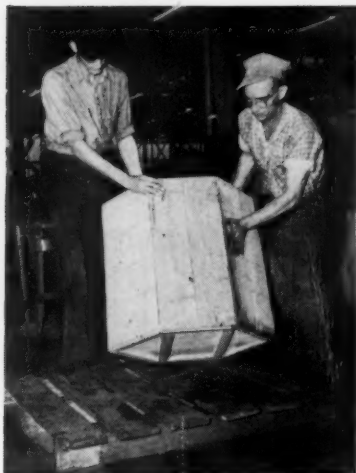
Hexagonal wirebound boxes with no interior packing or bracing carry service crankcase assemblies four to a pallet, permitting safe high-stacking of loaded pallets in Indianapolis warehouse



Four hexagonal boxes are nested on a 42 x 42 in. pallet and strapped

SERVICE crankcase assemblies used for replacement in V-8 truck engines are packed at the Indianapolis Works of International Harvester Co. in ingeniously engineered containers that have doubled handling and warehousing capacity.

A V-8 service crankcase assembly is packed for shipment in a wirebound box that needs no interior packing or bracing. It consists of only three wholly prefabricated parts—the two ends and a one-piece six-section wirebound wrap-around blank. The latter is folded into a "form-fitting" hexagonal shock-resistant box that covers the assembly completely. The unique shape of the



The box is lowered from the conveyor to a pallet and stood on end

pack results in cubic displacement much less than that of a more conventional rectangular container. It permits four packed assemblies to stand upright on a 42" x 42" pallet for stacking and shipping.

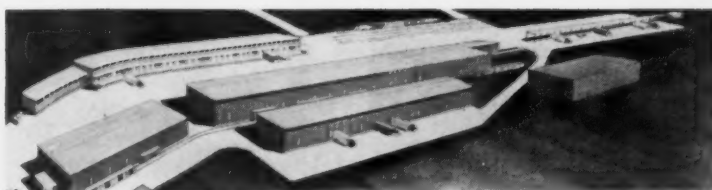
Experiments proved that the smallest rectangular container possible for the assemblies could be packed only two to a pallet. This resulted in unsteady and unsafe stacking. With four hexagonal boxes "nested" on a pallet, a broad and firm base is provided for safe high-stacking of loaded pallets.

Four Minute Process

Only four man-minutes are required to wrap up a V-8 crankcase assembly in the box, close the wire-loop fasteners, and lower the packed container from conveyor onto a pallet.

The container was designed at Harvester's Indianapolis Works and was tested at the company's Manufacturing Research Laboratory in Chicago.

Attempts to pack the service assemblies in non-rigid containers proved to be unsuccessful. The containers lacked suitable strength for economical warehouse high-stacking and could not protect the engines from damage by occasional ramming by poorly aimed fork-lift trucks or other shipping and handling hazards. •



Big Food Terminal to Serve Tennessee

Rail service, through highways, food brokers' warehouse, distributors warehouse, refrigerated space, and farmers market are available in new terminal

CHATTANOOGA Food Terminal, recently completed in Chattanooga, Tenn., consists of five modern food marketing buildings with over 428,000 sq ft of space. It includes complete warehousing and service for marketing farm products to 25-million people living within 300 miles.

The new Terminal is served by the Southern Railway System and major through highways. Paved parking areas accommodate all persons transacting business at the terminal.

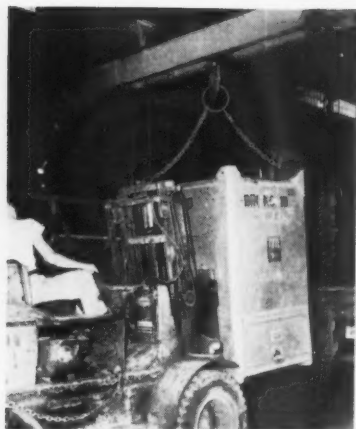
On the loading platforms, automatic dockboards are used

for fast truck loading and unloading. Handling equipment can operate at normal speeds safely in and out of the carrier. Dock personnel is not required to operate these dockboards. They work on a patented counterbalanced system.

The carrier itself supplies the needed power. The backing truck contacts the operating arms and the lip of the dockboard is brought down to the bed as the truck contacts the dock. When the truck pulls out, the dockboard automatically rises to await the next truck. •

Thirty-five automatic dockboards were installed by The Kelley Co., Inc., at the terminal. The truck backing up to the dock operates the board





Lift takes bin from crane which has unloaded it from a truck in the plant



Hermetic seal of Tote Bins allows storage of chemically active titanium sponge outside. To handle 5000-lb loads safely, lifting attachments are added to bins

Titanium Kept Dry in Outside Storage

Sealed bins are basis for handling and storing high cost, easily contaminated product.

Yard storage creates new production space

TITANIUM sponge—a high cost, easily contaminated metallic product—is stored outdoors through use of hermetically sealed bins.

Rem-Cru Titanium, Inc., of Midland, Pa., is using bins as a basic unit for its titanium sponge storage and handling system. The bins serve as shipping containers, storage containers, collection bins, and discharge units. They can be integrated into any revision of existing systems of processing or materials handling chosen by Rem-Cru, and permit easy expansion of the system merely by the addition of bins.

Since installation of the system, sponge storage has been centralized

outside the plant near the site where processing begins. Inside areas formerly assigned to storage have been released for expanding production.

Loaded at Source

Rem-Cru buys commercially pure titanium sponge, a gravel-like material. Loaded in aluminum bins of 5000-lb capacity, the sponge is carried by truck to the plant. There the bulk-handling units are removed from the truck by a crane and carried to the outside storage area by fork-lift truck.

When the \$15,000 content of a bin is needed for production, the container is taken by fork lift to

the production line where a crane lifts it and the sponge is dumped out.

Ingots Cast

Titanium, a lightweight, corrosion resistant metal, comes from the Rem-Cru processing facilities in the form of ingots. These are later turned into standard titanium mill products—billets, bars, wire, plates, sheets, stripping, and tubing.

The system was installed in 1955 with 60 bins. About a year later this figure was increased to 125.

Estimates Justified

In deciding to use the bin system, Rem-Cru engineers estimated that the 60 initial bins would contribute important savings in handling labor, elimination of costly production delays, and container costs. Their preliminary estimate of a \$25,000 per year saving appears to be justified by experience.

Beyond the economic savings, the rather high cost of titanium sponge and the rigid aeronautical specifications of most titanium mill products justify maximum precautions in avoiding the introduction of any contamination during handling. The hermetically-sealed bins insure against contamination and keep the sponge dry, pure and clean even though it is stored outside. Spillage is eliminated and true weight guaranteed. •

This is the second in a series of articles on insurance in physical distribution. The first article, an introduction to liability, was published in the July, 1957, issue of DISTRIBUTION AGE. Subsequent articles will cover liability policies and types of liability, transportation operations, and refrigerated and household goods warehousing operations.

Fire and Allied Material Damage Forms

A variety of fire and material damage insurance policies are available—all should be considered by the warehouseman seeking complete coverage

THERE are a number of fire and material damage insurance policies which a warehouseman may carry. These policies cover his own furniture, fixtures, and equipment as well as legal liability for the property of his customers. He also may need an errors and omissions form if he maintains more than one warehouse.

The warehouseman often grants credit to customers who store goods. The storage fees may never be paid if the property is damaged or destroyed by fire or other casualty. Accrued charges insurance will reimburse the warehouseman for such loss.

Some merchandise never is removed from storage by the owners. In due time title passes to the warehouseman. He also has an insurable interest in this property which should be protected.

Thus warehousemen may need a number of insurance coverages to afford proper protection.

Co-insurance

In many fire insurance rating jurisdictions, the bureaus having the authority to issue rules and regulations permit the writing of policies on commercial properties without an "average" or "co-insurance" clause requirement. This usually involves a considerably higher rate. Either of these clauses is a warranty which requires that the amount of insurance carried at least equal a stated percentage (varying be-

tween 75 and 100) of the property replacement value. Failure to comply with this warranty would result in the pro-rating of any claim, and only a portion of the loss would be paid by the insurance company.

Building Valuations

There are two methods by which building replacement values may be determined for insurance purposes:

1. If the original cost and date of construction are available, there are tables published which indicate a factor to be applied to the original cost to determine the replacement value of a similar structure erected in any current year.

2. A structure may be measured to determine its cubic content. Construction estimator's manuals, used by appraisers, list base prices applicable to each cubic foot to indicate labor and material costs. The figure so arrived at must be increased between 15 and 20 per cent to cover such items of overhead as supervision, builder's profit, taxes, and interest.

Depreciation

The depreciation factor applied to the building replacement costs never should exceed 10 to 20 per cent for any usable structure for a number of reasons:

1. While full depreciation with possible obsolescence may vary

anywhere from 1 to 60 per cent on any serviceable structure, the extent is dependent upon the age and maintenance of the building. Full depreciation cannot be applied for fire insurance purposes except in case of a total loss.

2. Because of the fire protection afforded in most communities, it is safe to assume that any building will be subject to partial loss only.

3. In the event of a partial loss, repairs cannot be made with "used" labor and materials.

4. The only measurable items of depreciation are roof covering, painting, and decorating expenses.

(Please Turn to Page 66)

DA Insurance Manual II

Fire and Material Damage

1. Co-Insurance of Average Clauses
 - a. Building Evaluation
 - b. Depreciation
 - c. Appraisals
2. Contents Insurance
3. Legal Liability
 - a. Property In Storage
 - b. Blanket Insurance
 - c. Other Fire Liability
4. Subrogation Clauses
5. Errors and Omissions
6. Accrued Charges
7. Allied Fire Forms

DA Materials Handling Primer—XXI

2-B. Pulleys, Hoists, and Winches

By D. O. HAYNES
DA Handling Consultant

TWO GENERAL CLASSES OF HOISTS (Continued)

SPUR-GEAR (CONT.)

Tables II and III bring out the distinctive features of the three types of chain hoists. They are representative of a complete line of such hoists produced by one maker.

The catalog of the Wright Hoist Division of the American Chain and Cable Co., Inc., shows graphically (Fig. 9) what can be accomplished in one minute of hoisting effort with the three types of hoists we are studying.

The lever-operated hoist has its unique applications and the following remarks therefore apply to the selection of a hand hoist from one of the three types—differential, worm-gear, or spur-gear.

The first is the work for which the hoist is to be used, including the speed required and the frequency with which the hoist is to be used. For example, a hoist for continuous service by a manufacturer probably will be spur-gear—for a garage man the slower differential type probably will serve perfectly well.

When the type has been selected, the load capacity required is the first factor to consider. Secondly comes the matter of ceiling, or more strictly, lifting height, to be sure that the hoist will have sufficient lift available for the load hook to reach the object to be handled.

If the hoist is to be moved laterally along a jib crane or other overhead rail system, it will be necessary to decide whether to use a plain trolley or a geared one. It is recommended by manufacturers that for loads less than three tons the former type usually is adequate. The latter variety is recommended for heavier burdens. If the lifting is to be controlled from a point away from the hoist, an extended hand wheel may be needed. If the loads are bulky, a twin-hook chain hoist may be in order.

In order to provide for horizontal motion, chain hoists are suspended from either plain or geared trolleys. The former are moved by pushing the load; the latter are equipped with wheels driven by gears which are actuated by a hand chain and a chain

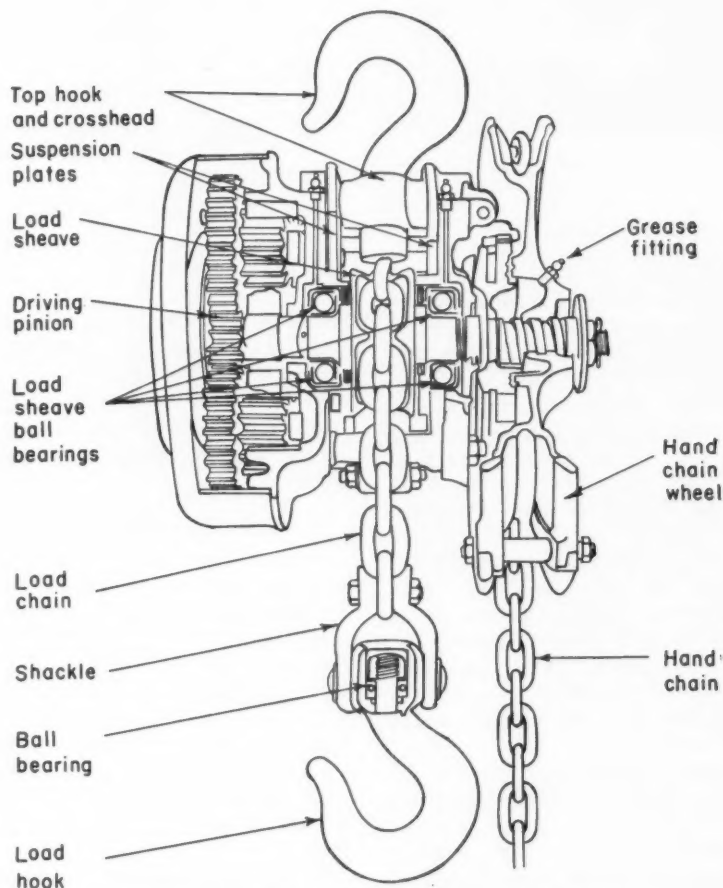


FIG. 8: BALL-BEARING SPUR-GEARED HOIST

wheel. Both types are illustrated in Fig. 10. The ways in which the extension control and the twin hooks are utilized are evident from the accessories shown in Fig. 11.

POWERED HOISTS

We shall confine ourselves here to a consideration of two types of powered hoists—those operated by electric motors and those that are air-actuated. There are several different classifications of electric hoists. The first breakdown is to divide them into those that lift their loads by chains

and those that employ cables for this purpose.

Electric chain hoists (Fig. 12) are utilized for relatively lighter duty than are the cable varieties. Representative catalogs disclose that chain hoists are available in capacities ranging from 250 lb to 4 tons. Cable hoists (Fig. 13) lift up to 10 tons.

Various kinds of gear trains are utilized in these machines, depending largely on the particular make. Both roller and link chains are employed. Practically any electric current can be drawn on as a source of power.

Pulleys, Hoists, and Winches will be continued in a coming issue. For additional information on Mr. Haynes' book see Page 65 in this issue.

TABLE II. HAND CHAIN PULLS, ETC., FOR YALE CHAIN HOISTS*

Rated Capacity (tons)	Pull in Pounds on Hand Chain to Lift Capacity Loads—2,000 lb to ton				Feet of Hand Chain Overhauled to Lift the Load 1 ft				Load One Man Lifts with Pull Not Over 76 lb			
	Spur-Geared	Screw-Geared	Differential	Rail Hugger	Spur-Geared	Screw-Geared	Differential	Rail Hugger	Spur-Geared	Screw-Geared	Differential	Rail Hugger
1/4	47	..	72	..	12 1/2	..	8	..	500	..	500	..
1/2	57	68	110	..	21	40	24	..	1,000	1,000	690	..
1	76	87	190	..	31	59	30	..	2,000	1,600	810	..
1 1/2	103	94	225	69	35	80	36	56	2,200	2,420	1,010	3,000
2	112	115	300	92	42	93	42	56	2,720	2,640	1,010	3,300
3 S†	102	..	..	..	77	..	..	..	4,470	..	..	..
3	107	132	..	115	70	126	..	68	4,250	3,460	..	3,970
5	102	145	..	92	126	195	..	161	7,454	5,250	..	8,270
5 D‡	90	..	..	..	154	..	..	..	8,440	..	..	..
6 D‡	108	..	..	..	154	..	..	..	8,440	..	..	..
6	122	..	..	110	126	..	..	161	7,450	..	..	8,270
8	127	..	..	130	168	..	..	168	9,600	..	..	9,350
10	132	..	..	130	210	..	..	242	11,500	..	..	11,600
12	122*	..	..	160	126*	..	..	242	14,000	..	..	11,600
16	127*	..	..	150	168*	..	..	336	19,000	..	..	16,200
20	132*	..	..	150	210*	..	..	484	23,000	..	..	20,200
24	..	..	..	180	..	..	..	484	..	..	..	20,200
25	165*	..	..	..	210*	..	..	..	23,000	..	..	..
30	170	..	..	..	294	..	..	..	26,000	..	..	..
40	127	..	..	..	539	..	..	..	48,000	..	..	..

* From the catalog of The Yale and Towne Manufacturing Company.

† S = single chain.

‡ D = double chain.

* For each hand chain.

TABLE III. HOISTING SPEEDS FOR YALE CHAIN HOISTS*

Rated Capacity (tons)	Feet per Minute Attainable and Number of Men Needed to Lift Capacity Loads Without Pulling Over 76 lb Except on 1/2-ton "Quick Speed" and 25-ton Spur-Geared Hoists and the 12-ton and 24-ton Rail Hugger Hoists										
	Spur-Geared				Screw-Geared		Differential		Rail Hugger		
	Full Load	Half Load	Quarter Load	No. of Men†	Full Load	No. of Men†	Full Load	No. of Men†	Full Load	Half Load	No. of Men†
1/4	17	30	45	1	..	..	6	1	..	..	..
1/2	8 1/2	17	26	1	4	1	6	2	..	..	..
1	4 1/4	8 1/2	13	1	2	1	3.7	3	..	..	..
1 1/2	5.1	10.2	15.3	2	2.4	2	2.5	3	2.6	5.1	1
2	3.9	7.8	11.7	2	1.8	2	2.3	4	3.9	7.8	2
3 S‡	2.5	5	7.5	2	..	..	..	..	..	..	..
3	2.5	5	7.5	2	1.1	2	..	..	2.5	5	2
5	1.4	2.8	4.2	2	0.65	2	..	..	1.4	2.8	2
5 D§	1.4	2.8	4.2	2	..	..	..	..	..	..	..
6 D§	1.2	2.4	3.6	2	..	..	..	..	..	..	..
6	1.2	2.4	3.6	2	..	..	..	..	1.2	2.4	2
8	0.85	1.7	2.6	2	..	..	..	..	0.85	1.7	2
10	0.65	1.3	2	2	..	..	..	..	0.65	1.3	2
12	1.2	2.4	3.6	4	..	..	..	..	0.45	0.9	2
16	0.85	1.7	2.6	4	..	..	..	..	0.30	0.6	2
20	0.65	1.3	2	4	..	..	..	..	0.20	0.4	2
24	..	..	..	..	..	..	..	..	0.15	0.3	2
25	0.50	1.0	1.5	4	..	..	..	..	..	..	..
30	0.3	0.6	0.9	4	..	..	..	..	..	..	..
40	0.2	0.4	0.8	4	..	..	..	..	..	..	..

* From the catalog of The Yale and Towne Manufacturing Company.

† Number of men is based on each man pulling not over 76 lb. These speeds are for short lifts with men accustomed to the work. For easy, continuous lifting, two thirds of these speeds are attainable. The Yale Spur-Geared Hoist lifts rapidly and the speed increases for light loads because the amount of hand chain to be overhauled is small. The Yale Spur-Geared Hoist allows the load to be lowered very rapidly. The 12- to 40-ton Spur-Geared Hoists have two hand chains each, permitting two men to hoist simultaneously, thus securing double speed. Figures above are based on a ton of 2000 lb.

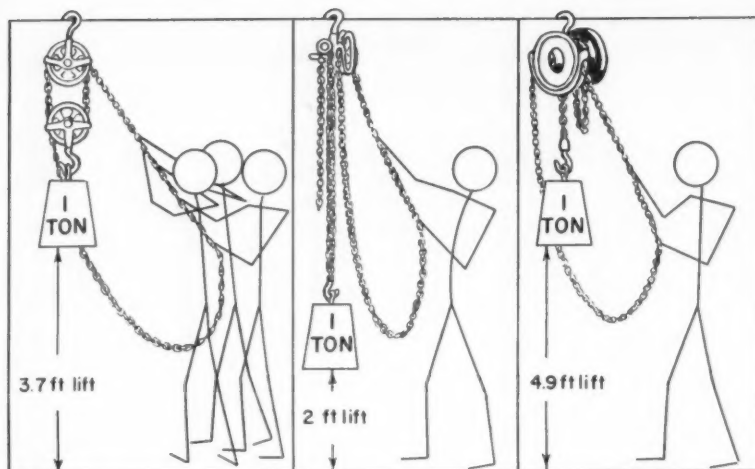
‡ S = single chain.

§ D = double chain.

There is a distinctive difference in the construction of chain and cable hoists. In the former, the chain is actuated by a sprocket or a wheel; in the latter, the cable is wound around a drum. A variation of the

standard type of cable hoist is the *whip hoist*. This is so made that the cable can be swung 30 deg either side from the vertical—a convenience in attaching loads which are not placed directly under the hoist hook, Fig. 15.

Electric hoists may be mounted permanently in one place or they may be suspension-mounted from trolleys. With a lug mounting, the hoist can be bolted with the fastening running either lengthwise or athwart the ma-



63-lb each man
DIFFERENTIAL
83-lb pull
WORM-GEARED
72-lb pull
SPUR-GEARED
FIG. 9: RESULTS WITH THREE TYPES OF CHAIN HOISTS

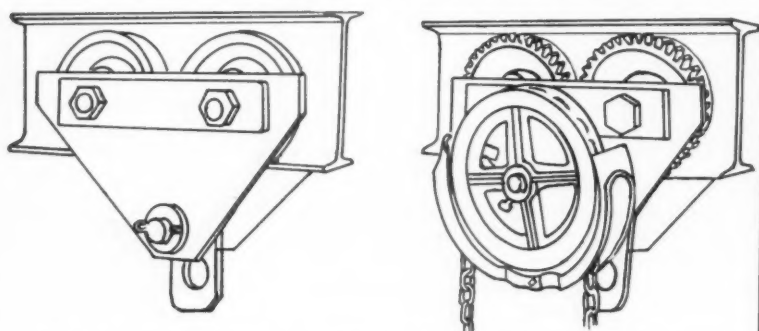


FIG. 10: PLAIN (LEFT) AND GEARED HOIST TROLLEYS

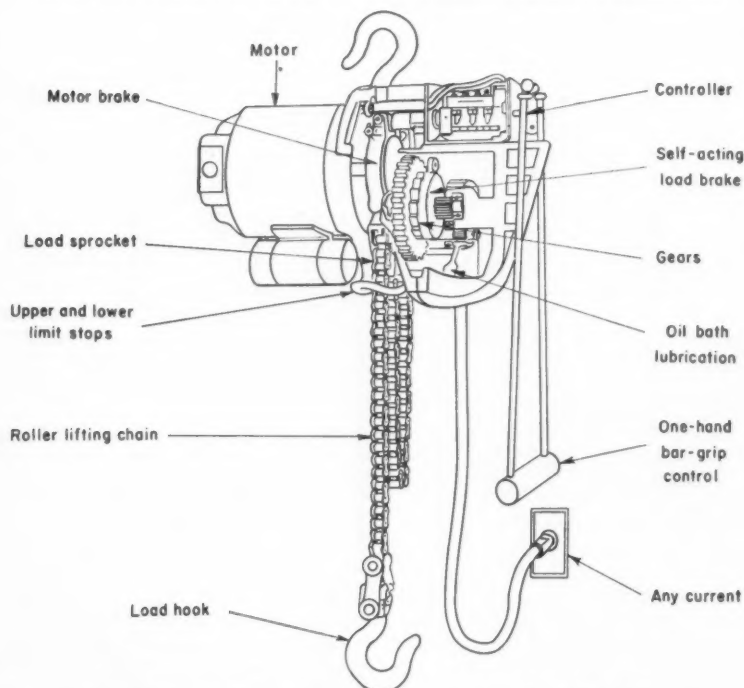


FIG. 12: PARTS OF AN ELECTRIC CHAIN HOIST

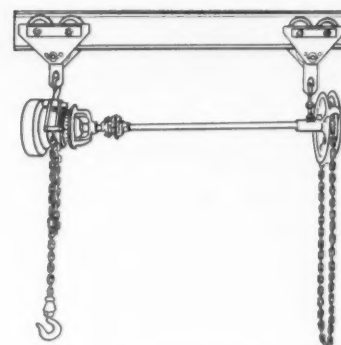


FIG. 11: EXTENSION FOR REMOTE CONTROL

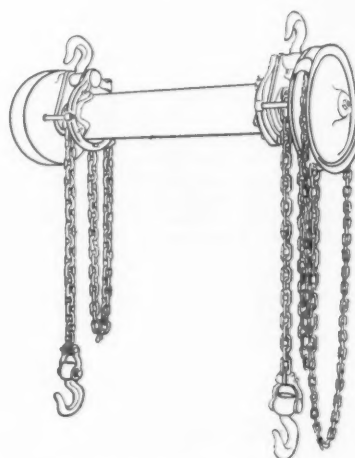


FIG. 11-A: TWIN HOOKS WITH ONE LIFT CHAIN

chine. The hook mounting permits easy removal where it is desired to be able to use the hoist in more than one location. Suspension from a trolley either can be parallel with or at right angles to the trolley track. The former gives normal side lifts (the angle should not exceed 1 ft of angle for each foot of lift). The latter permits close end approach, as on jib cranes and some bridge cranes.

Reeving refers to the way the rope is passed between the drum and the pulleys. Different methods of reeving are utilized to secure variations of speed and mechanical advantage with the same horsepower. Assuming that the drum rotates with a constant speed, a reeving that increases the speed of lift results in decreasing the mechanical advantage of the system. In contrast, one that decreases the speed of lift increases the mechanical advantage.

Standard terms are used to describe hoist reeving. The number of parts refers to the mechanical advantage of the setup. Single and double reeving indicate the number of ropes

coming from the drum. The number of ropes refers to the number of strands supporting the load. The number of ropes always is equal to the number of parts in single reeving and is double the number of parts in double reeving. In all reevings except one-part single and one-part double, one end of the rope is fixed (dead-ended).

The relationships between capacity and speed are simple: one-part always means that the lineal speed of the block is equal to the peripheral speed of the drum; two-part doubles the capacity and halves the speed; three-part gives three times the capacity with a third the speed; and four-part results in four times the capacity with one quarter the speed. In Fig. 15, one cable only is utilized. When two cables are utilized, the setup is referred to as twin rope.

MONORAIL & CRANE

In addition to being suspended from plain trolleys, electric hoists are attached to geared and motor trolleys. The former are chain-activated in a manner similar to that used with hand hoists.

The operator can control the starting and the stopping of the machine in several ways. Pendant control is secured either by a grip handle or by a push button. Remote control is secured by means of a push button or a pilot switch. The latter usually is employed in operator cabs.

In addition to electrical accessories, there are a number of different kinds of blocks available (Fig. 17). Also, there are mechanical and electronic methods for ascertaining the weight of the load on a hook. The electronic model shown is arranged so that the weight is brought directly to a load cell built into the block and the signal is transmitted through cable reel to a unit in the operator's cab.

Other typical accessories, as seen in Fig. 18, include the chain container to keep surplus chain out of the way and from kinking, the waterproof cover for protection against weather, and the cable trolleys to hold an extension cable to keep it from getting tangled with other equipment.

Fig. 19 shows a hoist powered by a 12-volt storage battery which was developed for use on trucks. It can be utilized also in locations where current from power lines is not available. It is available in $\frac{1}{2}$ -ton, 1-ton, and 2-ton capacities, lifting speeds being 17, 9, and $4\frac{1}{2}$ fpm for the respective capacities. The motor is rated at $\frac{1}{2}$ hp.

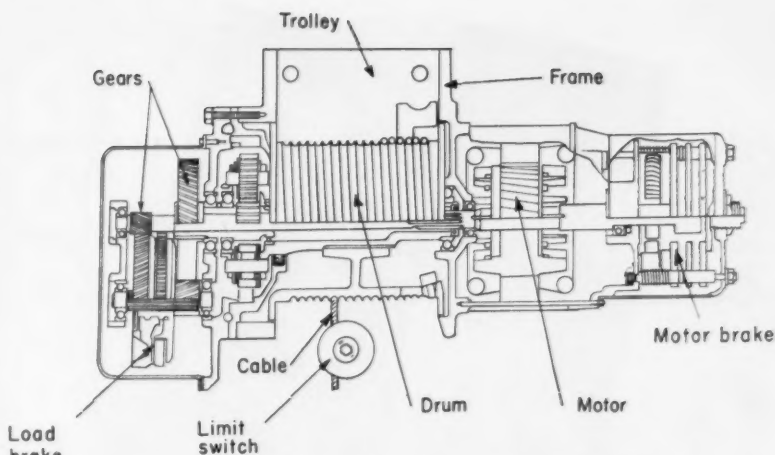
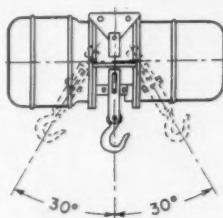
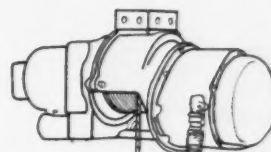


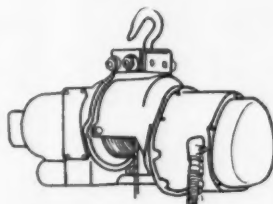
FIG. 13: PARTS OF AN ELECTRIC CABLE HOIST



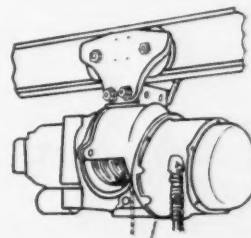
A WHIP HOIST



LUG MOUNT

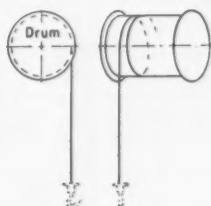


HOOK MOUNT

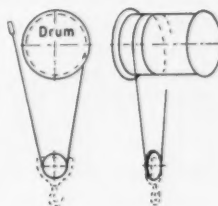


TROLLEY MOUNT

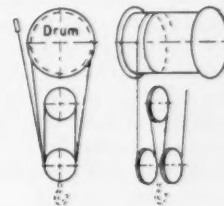
FIG. 14: WHIP HOIST & HOIST MOUNTS



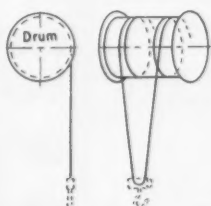
1-PART SINGLE HOIST



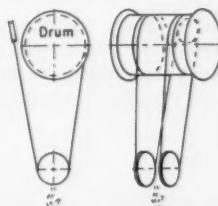
2-PART SINGLE HOIST



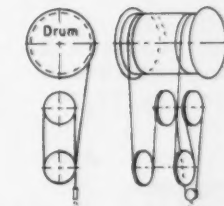
3-PART SINGLE HOIST



1-PART DOUBLE HOIST



2-PART DOUBLE HOIST



3-PART DOUBLE HOIST

FIG. 15: (TOP) SINGLE AND (BOTTOM) DOUBLE REEVING



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TO EQUIPMENT
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Dexion Slotted Angle frames ad-
justable shelf cart.



ACME
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Dexion Slotted Angle supports
pallet rack & mezzanine storage.



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Dexion Slotted Angle forms
heavy-duty stock rack.

ACME
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Dexion Slotted Angle

You'll find it easy to custom-frame plant equipment for materials handling and even easier to think of more Idea equipment using Acme Steel Dexion Slotted Angle. For single items or many duplicates of racks, tables or carts, Dexion Slotted Angle is unbeatable as a time and money-saving framing material. Versatile Dexion Slotted Angle supplies every need for custom-fitted electrical or air-conditioning installations, too.

You just measure, cut and bolt—no drilling or welding; all the work is done right at the job site. Diamond embossings spaced every 3" simplify measuring, the Dexion Cutter cuts square and clean with one down-stroke, and bolts slip easily into place—there's always an open slot or hole—for tightening with one wrench. Assemblies are solid and true, permanent until you want to re-use the Dexion Slotted Angle and then it's as good as new.

Strong and stable, Dexion Slotted Angle is made of cold rolled, galvanized steel capable of bearing many hundreds of pounds. Available in regular or heavy-duty gauge, 10 or 12 feet long, a Dexion Slotted Angle package contains 10 pieces and includes 75 nuts and bolts. Get a FREE copy of "Dexion Construction Guide" to see how useful this framing material can be. For the guide and the name of your distributor, WRITE TO: Dept. DBD-97, Acme Steel Company, Chicago 27, Illinois.

ACME
STEEL

DEXION SLOTTED ANGLE

Circle No. 11 on Card, Facing Page 49, for more information

Thrift sparks new ideas in equipment

Along the New England shore it used to be common practice to build roads and paths out of oyster shells. So instead of having the job of disposing of the shells they were put to a good use. They provided not only a well-drained foundation but a smooth, well-packed surface as well.

The New England youths were resourceful, too. They used the hoops stripped from wooden barrels to serve as frames for canvas canoes they built. And mighty smart little craft they turned out for a very few dollars.

We on The Milwaukee Road have some pretty hard-headed New Englanders in our lineage and perhaps that's why we tend to show the same sort of ingenuity in "make do."

When our railroad completed the change-over from steam to diesel and electric power we had a lot of steam locomotives on our hands. Scrapping seemed the sensible thing to do with the engines, but what about the tenders? Couldn't they be made to serve some useful purpose?

Just the ticket

We put our minds to the problem. Why not turn some of them into snow plows? We could use them to help out our rotaries in our mountain territory, where we sometimes get up to 40 feet of snow in the winter. With a plow at the front end, the heavy steel frames would be just the ticket for bucking drifts in the mountains or the prairies. Weight? Fill the tenders with gravel!

It worked fine. Now we have 47 tender plows helping our rotaries keep our lines clear of snow in the winter. The men think they're great.

But that didn't use up the supply of tenders, so we dreamed up another idea. Terminal cabooses as often as not get sandwiched into trains being switched. Here again those heavy steel tender frames would come in handy. Strip the tender down to the frame, build a steel house on it with all the comforts of home for the crew and we'd have a superior type of terminal caboose.

Safer and cost less

We did it—and now have a fleet of 16 of what we believe are the sturdiest terminal cabooses on any railroad. They cost us only a third as much as regular cabooses, they cost less to maintain and they are safe for the men.

And here's another ingenious idea—if we do say it. We stripped the wooden slides from a steel-framed gondola, leaving the steel skeleton. We ripped out the solid floor and installed a stout grating. Result: a car that debris and snow shake out of—a sort of self-cleaning car. Love that car, said a pipe shipper who'd been bothered by having to shovel snow and rubbish out of gondolas before he could load. We're converting 500 gondolas to the new "Peek-a-boo" style.

Resourceful? It's all part of our continuing effort to serve shippers better.

The Expediter

THE MILWAUKEE ROAD

New facilities for Shippers

New cars, new tools expedite freight service. Special cars for modern industrial needs . . . three "push-button" yards at strategic points . . . advanced automation in maintenance and operation. 28,000 skilled railroaders are using these new tools for better service.



New comfort for Passengers

New type terminal caboose seen from Super Dome

Take it easy on a Milwaukee Road streamliner. Enjoy luxuries such as Super Domes, Dome Dinners and Skytop Lounges; economies such as Touralux sleepers. Comfort and courtesy go with you on the friendly Railroad of the friendly West.

Try the train—the right train. Ask your Milwaukee Road man for full information.

GREATEST FLEET IN THE WEST

J. M. Cunningham
General Freight
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SUPER DOMES

Olympian Hiawatha (Chicago-Seattle-Tacoma)
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STREAMLINERS

City of San Francisco
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City of Portland



Standard 22 $\frac{5}{8}$ "
height

Note
space saving

Greater flexibility. A 5000 lb. capacity truck with a 648 amp-hr new TG Exide-Ironclad battery. Same truck could hold a 936 amp-hr battery for increased work capacity if needed. Or the 648 amp-hr battery could also be used on a truck as small as 2000 lb. capacity. This flexibility is possible only with Exide's exclusive new TG battery.

NEW TG EXIDE-IRONCLAD BATTERY PACKS SAME POWER IN SMALLER SIZE FOR LOWER COST

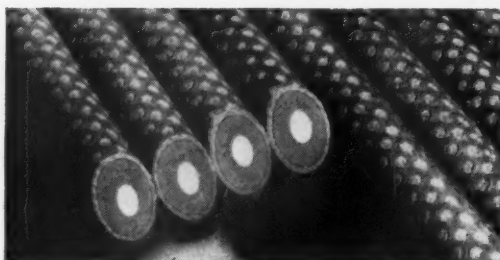
Improved design gives more power and life per dollar. Superior peak-load performance.

Here's the kind of battery economy that really counts: more power and life per dollar. The TG Exide-Ironclad is the most advanced and economical battery ever built for electric industrial trucks.

Every plate packs more power; fewer plates are required to perform a given duty cycle. That means you get a more compact battery with the *standard 22 $\frac{5}{8}$ in. height*. It also means that, for a given capacity, the new TG costs you less. TG's armored porous tubing prevents practically any loss of active material; so even greater economy is gained as a result of its long, dependable service life.

More work from your trucks. The compactness of the TG means you can install more power in your trucks—thus, get more work from them. For a given size truck, TG can give you up to 44% more power than batteries you might otherwise use.

Only Exide offers you so much. When you order new batteries, get all the power, performance and life your dollar can buy. Get TG EXIDE-IRONCLAD. For full particulars about the extra productivity and longer life of the new battery, call your EXIDE Sales Engineer, or write Exide Industrial Division, The Electric Storage Battery Company, Philadelphia 2, Pa.



New, more porous armored tubing for positive plate. Eases current flow. Holds more active material. Boosts battery power. Corrosion resistant Silvium® grid insures long plate life.

*Exide's patented grid alloy

Exide®

THE ELECTRIC STORAGE BATTERY COMPANY

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...with the most complete airFREIGHT service to and through the South

Delta expands all-cargo lift 6 times, as it adds a fleet of modern ALL-CARGO airfreighters. With this greatly increased capacity and faster, more frequent service, you can depend on Delta more than ever to help you meet and beat the competition to your markets!

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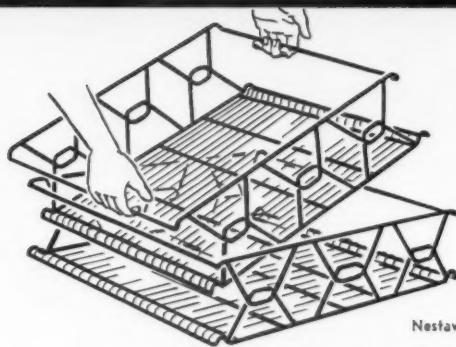
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Unfortunately, these people are also making liable, under law, any person who buys or uses a system which infringes upon our patents. As a prospective user of this type of bakery handling equipment, we want you to know this so you will not be a party to this infringement. Insist upon NESTAWAY—the patented complete system for handling bread and baked goods from the wrapper to the consumer.

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78% Valuable floor
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You can store 56 empty racks in the same space 12 filled ones require, thanks to our nesting feature! Save this valuable floor space—and save time and labor too! One truck can transport the empties from four trucks of filled racks! Loading and unloading time is cut 40%!

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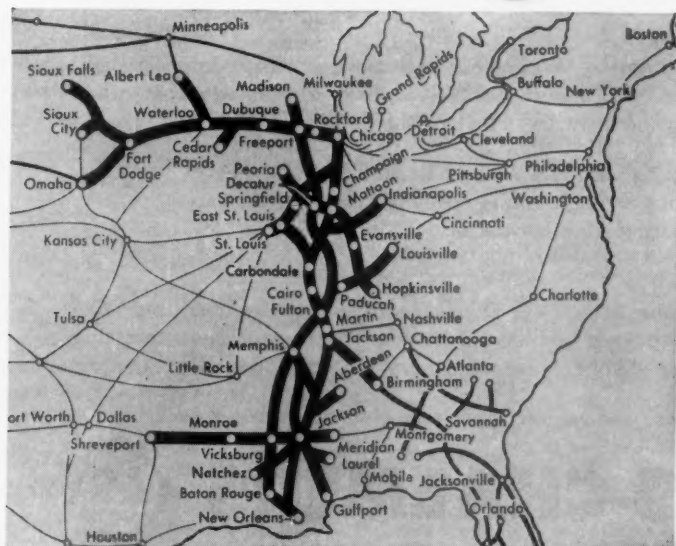
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The operator likes the way this Allis-Chalmers 3,000-lb lift truck maneuvers, even in close quarters. It is loading a truck at a midwestern terminal.

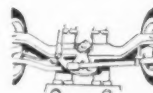
Operators like them best...drive them best

ALLIS-CHALMERS FORK TRUCKS



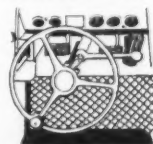
"Feels like a car with power steering," says Arthur B. Wiley, fork truck driver at a Michigan factory. Further, an Allis-Chalmers truck "works fine in narrow aisles. It has no controls on the floor — easy to get on and off of."

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"Must have been engineered for the driver," says operator Gast at a Wisconsin foundry. "Shifting is handy and I like where the controls are located. Have plenty of room for driving."

Controls are right at the operator's finger tips. Gauges are in plain sight. Floor is clear, seat can be moved ahead or back to suit the operator.



"I just like the whole machine — everything about it," sums up John Cromer, operator at a Missouri plant. "It's a work horse. It handles and operates smoother and performs better than others we have had in the plant."

Outstanding performance starts with the Allis-Chalmers industrial heavy-duty engine. It provides extremely high torque in relation to rated capacity for smooth operation, climbing grades, moving heavy loads.



Put Yourself in the Driver's Seat tells more about why operators "like them best . . . drive them best." Send for your free copy of this interesting booklet — and see your Allis-Chalmers material handling dealer.

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CUT YOUR HANDLING COSTS!

The ways and means will be found in this graphic presentation of the "what," "where" and "how" of equipment used for handling freight and other materials.

MATERIALS HANDLING EQUIPMENT

by D. Oliphant Haynes, Consulting Engineer

Today, only in the area of materials handling is the way still open for cutting down costs and improving the competitive position. Here is a book to supply the know-how . . . extremely valuable to the plant, warehouse, and carrier executive and manager . . . *the first fully illustrated and comprehensive text on the subject of handling equipment.*

This useful 636-page book shows specifically how each machine functions and what it actually does . . . and gives clear-cut tips on efficient and economical operation.

It is poor economy to make a considerable investment in a conveyor system and then think that it is saving money to use inadequate accessories. Conveyors supported on cartons or cases are apt to be warped and may slip off the props and be damaged. When supported on properly designed equipment, they are held firmly and actually save setup time. When the correct couplings are not provided, workers are apt to fasten sections together with

pieces of wire or during recent years. These machines frequently are used in tight quarters and under such conditions that the length of the truck is an important factor. However, in situations where they operate in the same areas as high-lift trucks, the latter, since they usually require more maneuvering space than low-lift types, make the length of the low-lift truck less important.

The following figures indicate how the over-all lengths of different makes of trucks vary—all of them fitted with 48-in. long platforms or forks as the case

Actual lines
from the book

OVER 2,200 drawings, especially prepared for this volume, show for the first time the basic internal parts of handling equipment . . . revealing the internal "why" as well as illustrating the exterior.

The author defines materials handling as "embracing the basic operations in connection with the movements of bulk, packaged, and individual products in semi-solid or a solid state by means of gravity, manually, or power-actuated equipment and within limits of an individual producing, fabricating, processing or service establishment." He then proceeds to explain,

in easily understood terms, the new, up-to-the-minute methods, and the basic, tried and proved systems, including: *Transporting Equipment, Elevating Equipment, Conveying Equipment, Transferring Equipment, Self-Loading Equipment, Bulk-Handling Equipment, Accessory Equipment.* (The Subject Index contains over 2,000 listings.)

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(Quantity discount schedule upon request.)

Circle No. 29 on Card, Facing Page 49, for more information

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A. Magnano & Sons, Seattle



Marco J. Magnano, partner

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The Problem

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P. O. Box 1878, Seattle 11, Washington

M. J. WEBER, Vice-President

H. M. BURKE, General Manager
"PORTSEA"

Fire and . . .

(Continued from Page 53)

For this reason the factor should not exceed the above percentages.

5. If the building owner has applied an excessive depreciation factor to reduce valuation of the structure in order to save premium costs, the insurance companies are entitled to apply the same factor to the cost of repairs. Such repair estimates will of necessity be computed on the assumption that new materials will be used and standard wages paid. The final repair estimate then will be reduced by the same percentage used by the owner when computing the full depreciated value of the structure, by reason of the co-insurance requirement.

The result of excessive depreciation will be insufficient indemnity to pay the cost of repairs.

Appraisal Suggested

An appraisal of all buildings is suggested. Such an appraisal would determine the proper amount of insurance to be carried, and also serve as a basis for the adjustment of any loss.

Appraisals usually can be made by one of the fire insurance companies covering the building. As insurance companies cannot write "valued" policies in most rating territories, such an appraisal cannot be "guaranteed." Adjusters are not compelled to accept the appraiser's figures in arriving at the amount of payment, but the difference, if any, doubtless will be small.

Little difficulty should be encountered in arriving at the amount of insurance to be carried on furniture, fixtures, and equipment. To the amount of value computed should be added the replacement cost of property which has been absorbed by the warehouseman because of unpaid storage charges.

Furniture, fixtures, and equipment usually merit a lower rate when separately insured.

Forms used to define the coverage in a warehouseman's legal liability policy do not read alike in all fire insurance rating terri-

tories. However, the insuring clause should contain wording similar to the following:

"The company agrees with the named assured to pay on behalf of the assured all sums which the assured shall become legally obligated to pay as damages because of injury to or destruction of such property, including loss of use thereof, caused by accident and arising out of fire—"

It should be noted that this wording would not:

1. Afford contractual liability protection, liability assumed for bailor's property.

2. Provide bailee coverage usually carried by laundries, dyers, cleaners and similar service types of business, under which insurance companies adjust losses directly with the bailors without regard to negligence on the part of the bailee.

The company further agrees to defend any suit against the assured alleging such injury or damage, and to pay all litigation costs that may result. These payments usually are made in addition to any limit of liability appearing in the policy. However, certain legal liability forms examined by the writer pro-rate the litigation cost payment in the proportion that the limit of insurance carried bears to the amount of loss. In other instances the ratio of payment was based upon the amount of claims. Such limitation can be costly if loss and litigation expenses are substantial.

In approved warehouses the charge for legal liability insurance is the base rate for the warehouse, as published by the fire insurance rating authority. To this is added the charge for the commodity stored.

Blanket Insurance

Blanket legal liability insurance can now be written over a number of warehouses. The usual procedure is to charge the full rate for the highest rated location, and apply 75 per cent of this rate to each additional premises.

Many warehouses are so constructed that a portion of the building can be rented for grade floor occupancy by retail stores, etc. Legal liability insurance should be carried to cover pos-

(Please Turn Page)

The Rajah says:

"Hurrah for KLM Air Cargo"



A sweltering Rajah decided one hot day to trade one of his old emeralds for a brand new air conditioner. To his joy, the local distributor for the American manufacturer had just the right model. Seems the distributor always specifies KLM Air Cargo. He orders in frequent small lots, so he always has the latest models on hand, saves on capital tied up in merchandise in transit. As for the Rajah, he had his air conditioner installed the same day and has been wonderfully cool ever since.

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SEE YOUR CARGO AGENT, FORWARDER or any KLM office for information and rates on your particular commodity. KLM Royal Dutch Airlines, 250 Pearl St., N. Y. 38, N. Y. Whitehall 4-3480.



Fire and . . .

(Continued from Preceding Page)

sible fire damage to the property of these tenants.

Subrogation Clauses

Bailors often provide their own fire and material insurance on the property stored. The subrogation clause in these policies permit the insurance companies to proceed against the warehouse interests to recover the amount paid in the adjustment of any loss, if the latter's negligence was responsible for the damage. This further em-

phasizes the need for legal liability coverage.

Seldom is the errors and omissions policy form found in a printed contract. Few fire insurance manuals record the policy at all. It is not a standard contract. A typewritten copy generally is used. The following language was used to provide coverage in one instance:

"On the named assured's legal liability as warehouseman and owners of the stores situated on — Street, between — Street and — Avenue in the city of —."

"The liability of this company is restricted to the legal liability of the assured, which may rest upon their negligence, in case of

fire, by reason of failure to notify the owners of the merchandise in — stores, that the same has been stored therein, or through giving the wrong numbers of the store to any owner of such merchandise or by reason of failure to promptly put the merchandise in storage before a warehouse receipt is issued, or any other legal liability of the assured which may be incurred by reason of error or negligence of the assured or its employees, through which error or negligence the owner of the merchandise stored with them on their premises has failed to provide proper fire insurance upon said merchandise at the time the fire may occur."

The charge for errors and omissions insurance probably will be a close approximation of the rate applied to furniture, fixtures and equipment, or the base rate published for the approved warehouse, plus a low classified commodity rate.

Blanket errors and omissions insurance may be written over a number of premises. The full charge applies to the first location (or the highest rated warehouse), and 75 per cent of that rate for each additional location.

The errors and omissions policy will not contain a co-insurance clause. However the form should be scrutinized to determine if any prorating limitation appears in the defense section of the policy.

Accrued Charges

Credit granted to the warehouse customers will result in unpaid storage fees which may reach substantial amounts at time of fire or other casualty. These unpaid charges may be insured under an accrued charges policy. This is not a standard form. It is not even mentioned in many of the Fire insurance manuals. The following was copied from a typewritten form.

"On accrued charges of every description outstanding against goods, merchandise, or other property, contained in the — building occupied for the storage of —, situate no. —, — city.

"This insurance protects the assured against loss of charges at the time of the happening of any fire, and due from parties having goods, merchandise or other property stored in the above described building, which property shall have been damaged or destroyed by fire.



YOU reach 'round the World THRU THE PORT of PORTLAND

There are more ships moving . . . more cargo being handled . . . and more men working out of the Port of Portland now than in any maritime year in history. This has not "just happened". Behind this activity is a \$9,300,000 program which is being used for new equipment to expedite cargo more economically . . . rehabilitation of docks . . . and the extension of dockside rail facilities. Illustrated are a few of the modernization projects . . . others are progressing in rapid stride.

"You reach 'round the world when you ship through the Progressive Port of Portland."



Terminal 1 offers the most versatile general cargo and lumber facilities anywhere. Modern equipment expedites handling.

Handling of bulk cargo is a specialty in Portland. Terminal 4, Pier 5 dispatches cargo direct from open stock pile or rail cars directly to vessels.

New seven and one-half million bushel grain elevator now in operation at Terminal No. 4.



Commission of Public Docks
PORTLAND, OREGON

"The Columbia River
Gateway to 'the World'"

3070 N.W. Front
Portland 10, Ore.

Thos. P. Guarin
Gen. Mgr.

"The special condition of this insurance is, that in case of such fire causing loss or damage to said property, this company shall pay to the assured its loss upon the assured making an assignment, in writing to the companies carrying this insurance, of their claim or claims against the parties storing said property. For the purpose of securing the collections of these charges in case of fire, the assured hereby covenants and agrees to place a lien upon the companies owning the property on which said charges are due, where such companies are known to the assured. It is also understood and agreed that this company shall not be liable for loss on any portion of said accrued charges which is due for a longer period than two years."

The Accrued Charges policy contains a co-insurance clause. The fire contents rate usually applies.

Allied Fire Forms

Fire policies covering property usually are broadened by attachment of:

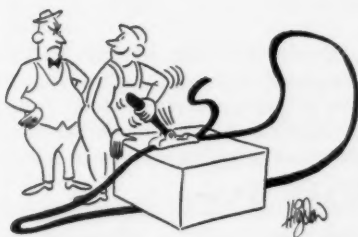
1. The extended cover endorsement—this covers against the perils of windstorm, hail, explosion, aircraft and vehicle damage, smoke, riot, strike, and civil commotion.

2. Vandalism and/or malicious mischief—the courts have held that a disturbance involving less than three people is not a riot. Any loss resulting therefrom is chargeable to vandalism or malicious mischief.

Additional charge for these forms depends upon a number of factors. They include construction of the building, location of the property, and nature of contents.

Of course these forms can be applied to the legal liability or errors and omissions policies in many territories. •

(Resume Reading on Page 54)



"How much experience did you say you had?"

SEPTEMBER 1957

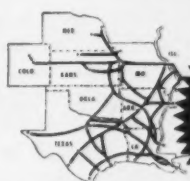
Its eyes are on you! Electronic "eyes" watch every move* every Mo-Pac train makes along its 10,000-mile steel highway. Result: greater passenger safety, faster freight!



Setting the

MODERN PACE in transportation

*Centralized Traffic Control panel.

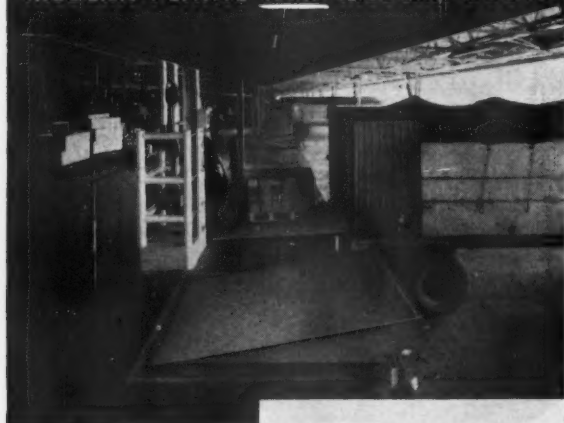


**MISSOURI
PACIFIC
LINES**

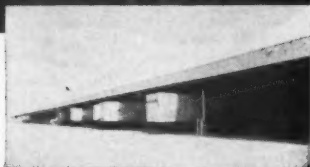
Route of the EAGLES



MODERN PLANTS NEED MODERN DOCKS



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Ahead
with*



48 HI-LO Automatic Dockboards at
Ford Motor Co. Pool Car Terminal
Detroit, Michigan

HI-LO[®] FULLY AUTOMATIC DOCKBOARDS

COMPLETELY AUTOMATIC

No dock attendant needed! The carrier automatically adjusts the HI-LO to its bed level the instant it contacts the dock.

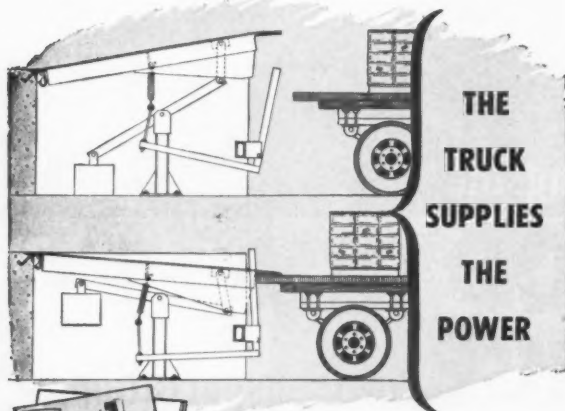
FIRST COST IS ONLY COST

Simple counterweight system. No air, electric, or hydraulic power used. Built to outlive the dock!

PACKAGED OR RECESSED MODELS

Available in lengths to solve all loading problems for new installations or for the modernization of existing facilities.

AUTOMATIC CROSS TRAFFIC LOCK WITH SAFETY STOP PERMITS TRAFFIC ACROSS WIDTH OF RAMP WHEN HI-LO IS NOT IN USE.



Send for this NEW CATALOG and BLUEPRINT FILE
It's jam-packed with pertinent information concerning the problems of dock loading and automatic dockboards.

THE KELLEY COMPANY, INC.

316 E. Silver Spring Drive • Room D • Milwaukee 17, Wis.

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Radio Speeds . . .

(Continued from Page 33)

A similar reporting procedure is followed when the stock is removed for shipment or relocated in the warehouse. This information then is adjusted on the stock cards and the inventory group knows the location of every available foot of unoccupied space in all seven warehouses. This facilitates quick selection of storage sites for new stock and completely eliminates the possibility of unused space.

In addition to improving the efficiency of our shipping and warehousing functions, we now are giving better service to other plant departments.

For example, fast service can be given when a department needs more of a particular type of bottle to complete a run.

A REPRINT

of this article can be obtained by writing on company letterhead to
The Editor,

DISTRIBUTION AGE, Chestnut at 56th St., Phila., Pa.

The decorating department, where glass containers are painted with customer labels and trademarks, in this situation under the old system would track down the shift foreman to request the additional glassware. In a big warehousing operation, this required considerable legwork and loss of time. Now, a telephone call to the inventory control office, followed by a radioed request for delivery of the stock to the decorating department, gets the job done fast.

The accounting department also benefits from the system. By checking the stock record cards at regular intervals, the accountants have access to production and inventory figures as well as individual production figures on which incentive bonuses are based.

We have reduced paperwork and increased our effective working time 10 to 30 minutes per man per day through use of two-way radio in warehousing. More important, however, we now have complete knowledge and control of every piece of glassware in stock.

Grip-Fork Loading

The use of two-way radio for inventory control is just one of the many materials handling developments Owens-Illinois has introduced. Our use of the grip-fork loading system was another first in glass container handling.

This loading principle uses specially designed five-prong fork-lift trucks which carry loads without pallets. The boxes of glass containers are stacked with five channels provided at the bottom of the stack. The forks are inserted into these channels. When the lift begins, gripping devices extend from the sides of each prong to grip the bottom cartons. The remainder of the load provides its own support during movement and storage.

One 250,000-sq ft warehouse is used exclusively for this type of handling. This building will store 30-million glass containers. •

(Resume Reading on Page 34)

DISTRIBUTION AGE

Washington DA . . .

(Continued from Page 17)

WEIGH HANDLING GEAR—Operators of refrigerated warehouses may find valuable tips in the new government Marketing Research Report 145. It analyzes the values and costs of using various materials handling devices in warehouses. One example is the comparative cost of running forklifts and hand trucks. Office of Information, U. S. Agriculture Dept., offers copies of the study, "Materials Handling in Public Refrigerated Warehouses."

"CRISIS" OFFICE ACTS—An Emergency Transport Agency is lined up for use in new national crises. Federal bureaucrats had an opportunity to test the agency, on paper, during the civil defense workout in July. Once in being, the ETA simulated creation of a National Port Controller Office. The latter rerouted ship cargoes to areas in need, after controlling ports.

ALLOWS NEW BARGE SERVICE—Final ICC approval is given to a plan for barge service between the West Coast and Gulf. The agency permits Alaska Freight Lines, Inc., of Seattle, to run tug-drawn barges from Portland, Ore., and Seattle to Texas ports and New Orleans. This action allows service to begin this month.

(Resume Reading on Page 20)



They're representative of Rock Island's entire family of Rocket Freights. And you can bet your bottom dollar that when they go into action, which is daily, they're really "hot."

ROCKET FREIGHTS—the answer to the shipper's demand for hot-shot service.

Ask any Rock Island representative to give you the facts

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Geared to the Nation's Future*

SEPTEMBER 1957



with the
**Revolutionary New
Flying Saucer
wheels!**

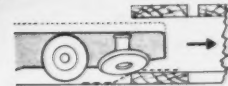


Diagram shows how angular-mounting entry wheels climb bottom board of double-face pallet... prevent "push-away" annoyance. An exclusive Barrett feature.



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Mac says, "Check these plus values!"

- "Unitized" hydraulic pump and ram—cuts service worries.
- Overload valve—protects truck and load against damage.
- All-welded construction—lighter, stronger.
- Spring-controlled foot treadle—out of way when not in use.
- Handle brake pad—for extra safety.
- Twin lowering treads—one on each side for quick operation.
- Needle-type lowering valve—adjustable for perfect control.
- Shorter over-all length—easier operation in cramped spaces.
- Full 4½" lift—multiple stroke—maximum underclearance.

2000-lb. capacity. Other models in 4000- and 6000-lb. capacities. Write for Bulletin 5511.

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TURN LOSSES INTO PROFITS!

COOKE personalized service cuts your costs, raises your profits through individual solutions to your particular warehousing, transportation and physical distribution problems. 30 years a leader in public merchandise warehousing in the world's greatest distribution center! Unsurpassed in specially-trained personnel, methods, equipment and facilities! Write today for detailed brochure.

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TWX: JC-112



EASTERN REPRESENTATIVES FOR:

North Pier Terminal, Chicago, Ill.

Encinal Terminals, Alameda, Calif.



The Fourth . . .

(Continued from Page 30)

age ship passage would be between \$5000 and \$6000.)

Committees from both sides of the border have been studying various bases for assessing tolls. Announced objectives include:

1. Procedural simplicity which will minimize the cost of collection and expedite dispatching of vessels, and

2. Recovery of operating and construction costs on a basis that will provide for economical rates to users, and encourage traffic.

Now the U. S. Toll Committee has announced two open conferences on the subject. Invitations have gone out for meetings in Washington and Chicago on September 9 and 11. The meetings will give users an opportunity to submit ideas on methods of establishing and collecting tolls.

Perhaps the best measure of the importance of the Seaway is in a step-by-step study of its ef-

fect on physical distribution.

In any approach to the Seaway, the shipper is most important. There would be little justification for a \$140-million transportation project that did not count the shipper as its first consideration. Savings to shippers, which can be passed on to consumers, actually are the only reason for the project. Benefits to carriers, port cities, and allied interests are important, but secondary.

Advantages

The advantages of the Seaway have been recited too often to bear repetition; but several less publicized aspects should be mentioned.

In a recent address before a group of Michigan shippers, Mr. Beukema warned that it will take from 10 to 15 years to justify the Seaway and give us a true fourth seacoast.

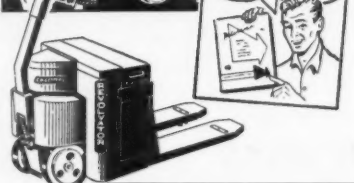
Mr. Beukema said, in part:

"Currently it takes about 62 days to make the round trip voyage from head-of-lakes (Chicago) to North European ports. Much of the delay is in the present 14-ft channels in the St. Lawrence. The Seaway will reduce the number of lockages by 50 per cent. Larger and faster ships will cut the running time between ports.

"Public interest naturally is centered on general cargo, or export-import trade. It must be remembered, however, that this represents a relatively small fraction of the anticipated waterborne tonnage through the Seaway. Most of the cargo will be bulk—similar to that in the Detroit River.

"General cargo should aggregate three or four million tons in 1959 and 1960, and show gradual improvement in the years that follow, as Midwest shippers and receivers of export-import freight adjust themselves to the new facility and perceive its rate advantages.

"Let's be practical. The railroads and our Atlantic and Gulf ports are not going to surrender their trade and the tolls they levy



REVOLVATOR CO.
87% TONNELE AVE., NORTH BERGEN, N. J.

Circle No. 17 on Card, Facing Page 49,

on Midwest commerce without a struggle. There will be rate wars. We already have them.

"When a Chicago truck line posted a tariff on unprocessed tobacco from Louisville and Paducah to Europe via the port of Chicago, the eastern railroads petitioned the ICC to suspend the rate. It was done.

"At lake ports, we are allowed two days free time on rail cars with goods for export. All ocean and Gulf ports have six days. We're fighting this ruling. These illustrations will suffice to show that we have a real fight ahead of us.

"There are other considerations. The average Midwest shipper engaged in export trade is represented by a broker in New York. The broker arranges for space on vessels, checks the transshipment in New York harbor, takes care of documentation, looks after marine insurance, deposits the marine bill of lading in a metropolitan bank, and renders sundry other services. Most important of these, he entertains the foreign customer when the latter comes to this country. Hence the shipper is loath to give up this service, even at a savings in freight rates. In time such export-import services will be developed in the Great Lakes area."

Water Interests

The Seaway probably means more to water interests, aside from the shipper, than to any other single group. These interests include ports and port cities, and water carriers.

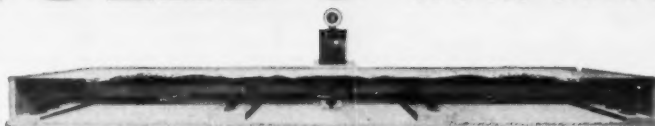
Late last year the American Association of Port Authorities received from the Cleveland Chamber of Commerce a progress report on Great Lakes port development. It revealed ambitious port plans, most of them prompted by the Seaway.

In the Chicago-Cal-Sag area \$24 million has been spent by the Chicago Regional Port Authority for a marine terminal to transfer cargo between barges on the Mississippi and ocean-going ships.

Milwaukee, which already has one of the best equipped ports on the Lakes, is spending another \$5
(Please Turn Page)



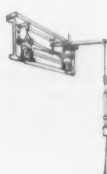
full figure PRINTED WEIGHTS
to 99,990 lbs. with
TOLEDO truck scales!



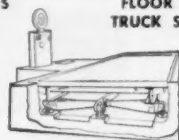
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TRACK SCALES



FLOOR AND
TRUCK SCALES



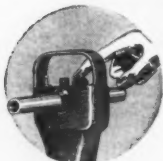
BENCH AND
PORTABLE
SCALES

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4 Big Reasons

why you should buy a

HydroLectric LIFT TRUCK



**CONTROL
COMPLETE**
at your finger
tips



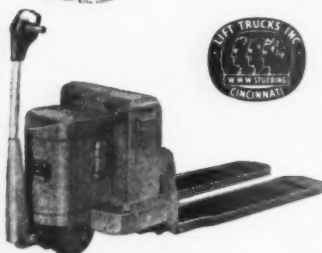
**SEALED ALLOY
GEAR DRIVE**
for long
service life



**TWIN DRIVE
WHEELS**
with differential
for ease of
steering and
good stability



**HEAVY DUTY
MOTOR**
completely
enclosed—
highly efficient
easy accessibility



Compare the HydroLectric features with any other "Driver Lead" Lift Truck. The HydroLectric quality of construction merits your inquiry. Two driving wheels instead of one—50% easier steering—ease of maintenance.

Write for Catalogue #35 today showing various models and their features. NOTE: The Dyna-Dual Power Unit is interchangeable on all models.

LIFT TRUCKS

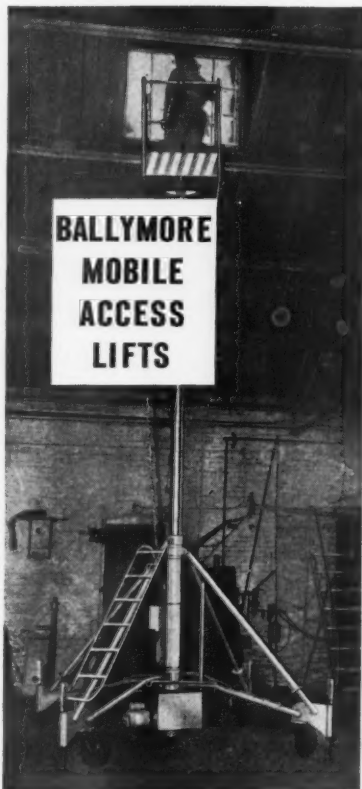
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Circle 19 on Card Facing Page 49

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HYDRAULIC LIFT WORK PLATFORM

Another Safety Product by Ballymore. Designed for safe use at levels between 7 and 20 feet. Can accommodate up to 3 men. Portable, flexible.

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LOOK FOR THIS LABEL

TO BE SURE
IT'S THE BEST!

BALLYMORE COMPANY
WEST CHESTER, PA.



Circle 20 on Card Facing Page 49

The Fourth...

(Continued from Preceding Page)

million. The newly created Detroit Port Authority is sponsoring a \$70 million port development project, and a private group is attempting to finance a combined industrial and port district south of Detroit.

Toledo has set up a Port Authority and plans to spend some \$20 million, mostly for expanded grain handling facilities. Cleveland has allocated \$5 million for new passenger and freight terminals, and Buffalo has announced a \$27-million project.

Duluth, Muskegon, Erie, Saginaw, Waukegan, Ashtabula, and Oswego are a few other ports with development programs.

Water Carriers

The same fever seems to have gripped water carriers. The 27-ft Seaway, which is expected to permit passage of ships up to 730 ft long and with 75-ft beams, is attracting carrier investments at an unprecedented rate.

Great Lakes-overseas steamship traffic has grown from a single line in 1933 to 27 lines. More are expected. Twenty-three operating lines posted 384 sailings this year. The 27 current operators already have scheduled 450 sailings for 1958. Sixty lines are expected to be in operation shortly after the Seaway opens in 1959.

Strangely enough, foreign shipping companies have taken the lead in preparing for the Seaway. Five such lines have ordered or are ordering a total of 19 new deep-draft vessels for Seaway service. The new vessels will augment existing ships.

American shipping companies are expected to join the trend now that the Federal Maritime Board has approved European and Caribbean routes for subsidies. At least five companies are seeking ships for Seaway service.

Rail Interests

When the Seaway bill was before Congress the railroads were among its most outspoken opponents. There is no indication that

the rail stand has been reversed, but many of the roads think it is too early to tell to what extent the Seaway will affect rail traffic.

Lines west of the Midwest expect to benefit from the Seaway. Some eastern lines also hope to "get into the act," but, generally, they still oppose the project. They insist that all construction, operating, and maintenance costs be reflected in tolls.

The New York Central plans to compete with the Seaway with all the resources at its command. At the same time it is preparing to take advantage of new industrial activity attracted by the Seaway.

The Pennsylvania Railroad has taken an even more positive step in the Seaway direction. Its purchase of Calumet Harbor Terminals, Inc., in Chicago, is interpreted by many as a move to get a share of Seaway traffic.

Generally, the trucking industry looks forward to an increase in traffic. Because of the nature of ocean-going cargoes, it is expected that little traffic will be lost.

Many truck lines expect to gain tonnage through Seaway traffic. Because of the shorter hauls from Lake ports to inland destinations, truckers in the port cities hope to pick up traffic that normally would have moved by rail from eastern ports.

George H. Weiss, chairman of the Great Lakes Overseas Freight Conference, advises truckers that "importance of the Seaway as a part of the whole domestic transportation plant, as well as an instrument for the development of international trade, requires broad study and equally broad planning by the trucking industry."

Speaking at a meeting of the Middlewest Shipper-Motor Carrier Conference, he said such study and planning are necessary "to receive fully the benefits of the Seaway."

Warehousing Interests

The Seaway attitude among public warehousemen is a matter of geography. Those located

(Please Turn Page)

Electric Protection Services FIRE·BURGLARY·HOLDUP

Automatic Fire Detection
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Sprinkler Supervisory
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Watchman's Supervisory and
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Industrial Process and Heating
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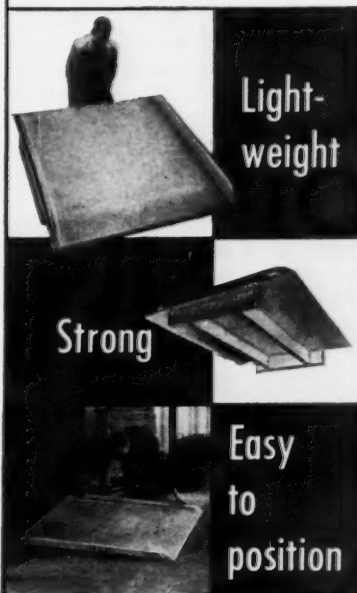
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- ✓ Light enough for one man to position
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☐ Please send special Dockboard Facts File

Name and Title _____

Company _____

Address _____

City-Zone-State _____

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Circle 22 on Card Facing Page 49

The Fourth . . .

(Continued from Preceding Page)

along the Seaway are expecting new volume to develop. Those located in port cities competing with the Seaway do not seem unduly concerned about possible business declines. Warehousemen in inland cities have little or no concern over the Seaway, other than its effect on our over-all distribution economy.

Ray King, president of the American Warehousemen's Association, has said that he can see little change in the national warehouse picture, except in those cities along the Seaway.

A recent report from the National Association of Refrigerated Warehouses says that the Seaway may result in additional business for refrigerated warehouses in areas it will serve. This prediction is based on an expected volume of European perishables.

Seaway interest in Canada is running as high as interest in this country. Since the entire

project was of Canadian origin, this is understandable. In addition, Canadian construction costs will be just about double those of the United States, and the same ratio exists in estimated operating costs.

Development of Canadian ports,



Hogsheads of burley leaf being loaded on Hamburg-Chicago Line freighter at Toledo Marine Terminals, Inc., are part of pilot shipment of 260,000 lb designed to check the cost saving efficiency of seaway tobacco shipping

due to the effect of the construction, has, up to the present time, been more or less confined to the ports on the St. Lawrence River at and below Montreal. Canadian ports on the Great Lakes are waiting to see the effect on their individual ports.

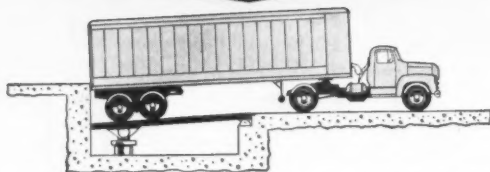
Developments along the St. Lawrence are for handling of the large lake ships.

At Montreal, grain handling facilities are being enlarged. The program consists of the construction of new grain berths, installation of fast unloading equipment, the construction of additional grain storage, and the construction of new and the rehabilitation of the existing grain conveyor systems.

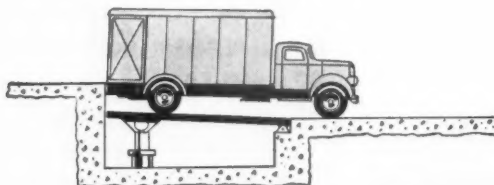
At the Port of Quebec a wharf is to be reconstructed so that the large lakers can be handled. This, in conjunction with new fast unloading equipment, new conveyor galleries, and additional storage capacity, will prepare the Port of Quebec for large lake ships when the Seaway is completed. •

(Resume Reading on Page 32)

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saves dock space • speeds loading



High truck beds are lowered to dock level



Low truck beds are raised to dock level

The Rotary Truck Leveler, using economical hydraulic power, handles any highway carrier at any dock. Easily installed at new or existing buildings. Write for catalog RE-800.

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Write For Address of
Nearest Agent

Circle No. 24 on Card, Facing Page 49, for more information

... Catalyst

(Continued from Page 41)

receives the order until the merchandise is on the carrier's vehicle, if you have employed a public warehouseman you have employed his entire management.

Offices Available

Offices often are available in warehouse buildings. Where no office is provided the warehouseman may list your company name in the telephone directory using the warehouse address and telephone number. If they list a private number for your company, warehouse personnel will take orders for you. This telephone message service is available for the cost of a regular business telephone plus an approximately similar amount for service.

The warehouseman usually employs an experienced traffic man who knows how to classify goods correctly and move them to their destination quickly and economically. If time and money turnover is a factor, some warehouses will take on the job of invoicing your merchandise on your forms, banking the funds in your name.

Imports may be sent "in bond" to warehouses operating "customs bonded warehouses." Here goods may be held on deposit, duty and excise unpaid until required.

Every step along the distribution way the merchandise warehouseman offers many services from which a distribution manager may choose. Each service is charged for in direct ratio to a customer's use of it.

Warehousemen should be the most efficient in the field of distribution. Unlike the carriers, they do not handle in order to carry. Unlike in manufacturing, handling is not a by-product of production. The warehouseman's job and skill is handling and distribution.

Marketing today is a science and public merchandise warehousemen are constantly trying to whittle down the figures indicating their part in the cost of distribution. *

(Resume Reading on Page 42)

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WORRIES?



YOU CAN ELIMINATE not only maintenance worries, but licensing, insurance and a thousand other headaches when you **LEASE** your trucks from an NTLS member-company. Trucks are engineered to your needs, always in top appearance and operating condition. Don't use your capital to add to your maintenance worries! Full-service NTLS truckleasing furnishes everything but the driver. Write for "Twenty Questions" Folder.



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Circle 25 on Card Facing Page 49

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Representatives in principal cities

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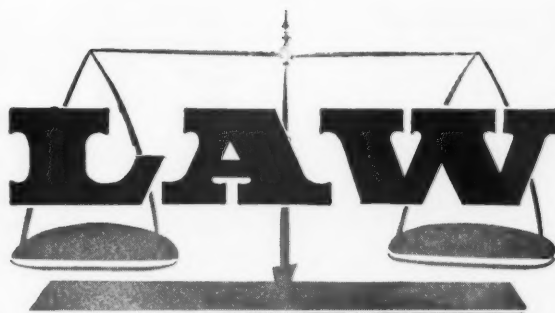
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City-Zone-State _____

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Circle 26 on Card Facing Page 49

Within the



By Leo T. Parker Legal Consultant, Distribution Age

TRANSPORTATION

Is a company required to pay use taxes on vehicles kept in one state and used in others?

Considerable discussion has arisen from time to time over the legal question: Is a company subject to payment of "use" taxes to a state on vehicles kept in the state and used in interstate commerce?

Recently a higher court answered this question in the negative.

In *B—— Transfer & Storage Co. v. J——*, 77 N. W. (2d) 613, testimony showed:

The *B—— Transfer & Storage Co.* is engaged in the business of moving household goods. It has intrastate authority, but no interstate authority. It is a member, under lease and carrier contract and stock ownership, of an interstate organization with na-

tion-wide interstate authority, known as *A—— Van Lines*, an Illinois corporation. There are 88 motor vehicles and trailers involved. Fifty-four are owned and operated by *B—— Motor Freight*. Ten are owned by *B—— Transfer & Storage Co.* and are under contract or lease to *A—— Van Lines*; 24 are owned by *J—— Supply Co.* and are leased to *B—— Motor Freight*. All are used in interstate transportation.

The suit involved the legal question whether or not these 88 vehicles are subject to the use tax of the State of Iowa. In holding in the negative, the higher court said:

"We decide that all 88 motor vehicles and trailers are tangible personal property used in interstate transportation, and exempt from the use tax."

WAREHOUSING

Can a warehouseman be liable for redelivery of stored merchandise purchased by himself?

Several months ago a higher court rendered an important decision to the effect that neither a warehouseman nor his surety can be liable for redelivery of stored merchandise, if the jury decides that the warehouseman purchased the merchandise.

In *J—— v. U. S. F—— & G—— Co.*, 298 Pac. (2d) 976, it was shown that one *J——* delivered certain merchandise to a warehouseman for storage. *J——* received no warehouse receipts from the warehouseman. He did receive papers showing that the merchandise was accepted by the warehouseman for storage. Later *J——* sued the warehouseman to recover the value of the merchandise so delivered.

During the trial, *J——* positively testified that the merchandise was delivered to the warehouseman for storage only, but that no warehouse receipts were delivered; that he had unsuccessfully endeavored to obtain the merchandise or its value from the warehouseman.

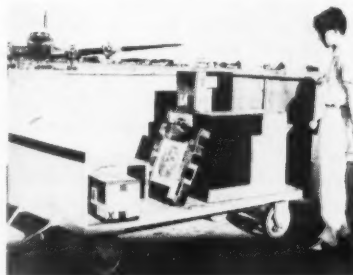
The latter testified that the merchandise was purchased by him, and had been shipped out upon or shortly after delivery.

The jury considered the contradictory testimony and rendered a verdict to the effect that the warehouseman could not be the purchaser of the merchandise under obligation to pay the purchase price and, at the same time, be a warehouseman under the obligation to redeliver the merchandise.

In other words, if the warehouseman was liable for payment for the merchandise to *J——*, neither the warehouseman nor his surety could be liable on the theory that the warehouseman was acting in the transaction as a warehouseman, and that he had breached his obligation to redeliver the merchandise to *Jensen*. The court said:

"A warehouseman is merely a bailee of the goods stored and, except as to fungible goods, is under the obligation of delivering the specific goods stored to the owner or other person entitled to possession."

Tested Round the World



Five packages sealed with pressure sensitive tape were shipped around the world in a recent test. They left New York City March 15. Unloaded and inspected in eight cities, they returned June 3. The Pressure Sensitive Tape Council, which conducted the test, found the test a favorable demonstration of the tapes' utility in export shipping.

Crane Handling Crane



One of the world's two largest floating cranes is seen at Los Angeles Harbor as it prepares to lift a smaller crane leased by Harbor Department from U. S. Navy for use in gigantic scrap metal export operation. Smaller crane, seen in distance, also was moved from Navy yard at Harbor to West Basin site of scrap metal docks.



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MAYBE YOU have never done business with Greyvan long-distance movers. But you do know Greyhound. You know the *policies* that made Greyhound famous:

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GREYVAN operates on the same principles. We try to be less concerned with *how much* we do than with *how well* we do it. That's why, on *any* long-distance moving job, large or small, more and more Traffic Managers recommend:

- "Give it to GREYVAN, to be SURE!"



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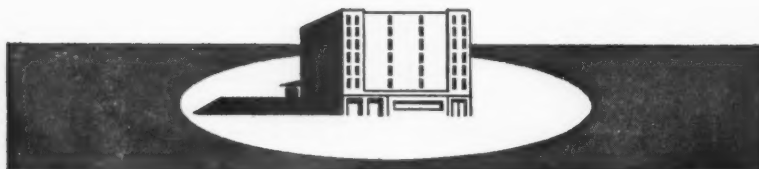
General Office: 57 West Grand Avenue, Chicago 10



THE GREYHOUND MOVERS

LONG-DISTANCE MOVING AND STORAGE

Warehouse SPOTLIGHT



Louis Schramm, Jr., Leader in Moving and Storage Field, Dies in N. Y.

Louis Schramm, Jr., president of Allied Van Lines and of the Chelsea Warehouses, New York, died August 10 following a heart attack. He was 55.

Mr. Schramm has served as chairman of the Eastern Highway Transport Conference, a group to advance the interests of eastern common carrier truck operators. He also was a member of the Council of Eastern Railway & Truck Common Carriers.

He was elected to his 10th consecutive term as president of Allied on July 19. One of the founders of the long-distance moving organization, he served on the Board of Directors for 20 years and was a vice president for four years.

He has been a president and director of the National Furniture Warehousemen's Association, the New York State Warehousemen's Association, and the Movers and Warehousemen's Association of New York City.



Men in the Spotlight

Jay Snow—recently named vice president and general manager, Federal Ice & Cold Storage Co., Los Angeles.

Joseph P. Boone, Charles Wenger, and Julius C. Lusardi—newly appointed sales representatives of North American Van Lines, Inc. Boone will be at the Atlanta office, Wenger in Los Angeles, and Lusardi at Fort Wayne.

William W. Ward—president of Ward Trucking Corp., named chairman of the Board of Supervisors of St. Francis College, Loretto, Pa.

—DA—

Movers' Conference of America Holds Assembly in St. Louis

The Annual Assembly of the Movers' Conference of America was held August 11-13 in St. Louis.

R. C. Williams, president of the American Trucking Association, presented an industry-wide view of trucking with particular emphasis on household goods operations. W. Y. Blanning, director of the ICC Bureau of Motor Carriers and Richard F. Mitchell, ICC member, discussed highway safety and government regulation.

Others on the program were William J. Copeland, vice president, Peoples First National Bank and Trust Company, Pittsburgh; Melville C. Williams, Chicago attorney; William J. Croul, president of the National Furniture Warehousemen's Association; Herbert Burstein, general counsel of the Movers and Warehousemen's Association.

Sales and Operating Conferences Started by NFWA; to End in Oct.

The Sixth Annual Sales and Operating Conferences of the National Furniture Warehousemen's Association opened August 19 with a session for the New England Area. It was held at Publick House, Sturbridge, Mass.

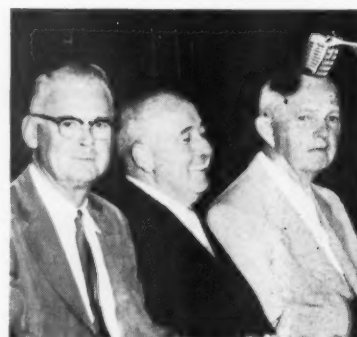
The Eastern Region meeting, held in connection with the Annual Meeting of the New York State Warehousemen's Association, was held August 23 at Saranac Inn, Saranac, N. Y.

Three more dates have been scheduled. On October 4, the Mid-Western Region session will be held at Edgewater Beach Hotel, Chicago. October 11 is the date for the Western Region meeting to be held in Denver, Colo. A South-western Region conference, to be held in cooperation with the Southwest Association, will be held October 15 at the Shamrock Hotel, Houston, Tex.

—DA—

A revised folder with close-up maps of the six metropolitan areas in which the 30-cent Additional Transportation Charge applies is available from the Household Goods Carriers' Bureau, 2000 P St., N. W., Suite 305, Washington 6, D. C. Cost is four copies for \$1.

Stockholders Meeting



Allied Van Lines held its 29th Annual Stockholders Meeting recently in Chicago. Participants in the annual banquet included (left to right) Richard LaBelle, vice president; the late Louis Schramm, Jr., president; and M. H. Kennelly, former mayor of Chicago, founder and first president of Allied Vans.

Warehouse Brief

The 34th Annual Meeting of the Missouri Warehousemen's Assn., Inc., will be held at the Muehlebach Towers, Kansas City, October 25-27.

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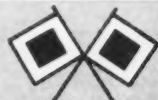
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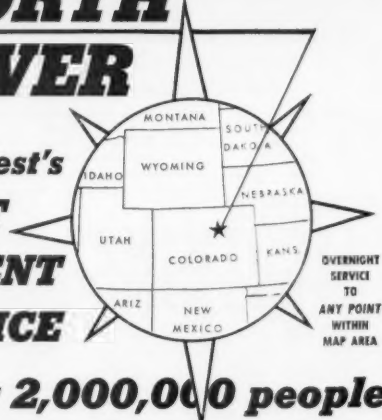
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Modern Sprinklered Fireproof Building—Freight Forwarding and Distribution—Household and Merchandise Storage.

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PUEBLO, COLO.

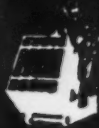
128-130 SOUTH MAIN

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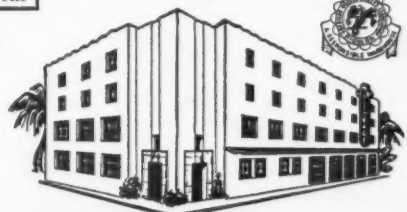
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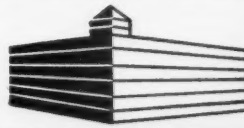
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(Continued from Page 39)

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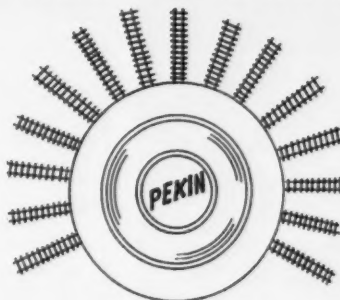
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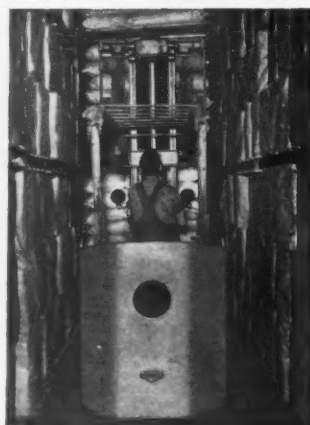
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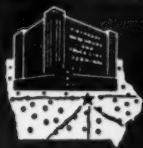
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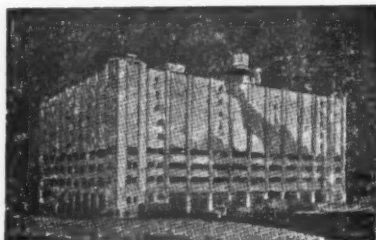
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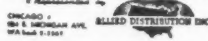
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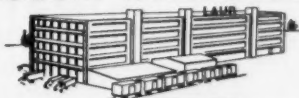
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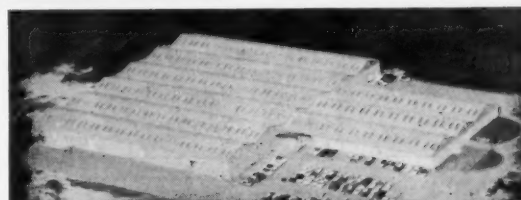
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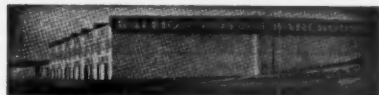
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LOCAL DELIVERY

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and Firms are Arranged Alphabetically

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Private Terminal For Rail Cars.
Reciprocal Switching.
Prompt OS&D Reports.

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Sprinklered Buildings. Low Insurance Rate.
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Truck Service—P.U.C. and I.C.C. Certificates
Private Siding—L.V.R.R.

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Pool Car Distribution Packing and Crating
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2 Warehouses 41,000 sq. ft.

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INC. 1902

HARRISBURG STORAGE CO.

COMPLETE STORAGE & POOL CAR
DISTRIBUTION SERVICE
STORAGE IN TRANSIT
PENNSYLVANIA RAILROAD SIDING
MEMBER—"AMERICAN WAREHOUSEMEN'S ASSN."

Fast Handling...

(Continued from Page 37)

high-capacity drop roll sizer where it is separated by diameter. The sizer deposits the fruit onto a divided distributing belt and it is channeled into automatic carton fillers. There is one filler for each size.

Each machine works up to six cartons per minute. The amount of fruit going into each carton is governed by weight. When the carton is full, it is automatically replaced by an empty.

Conversion of surplus lemons into a myriad of food, chemical, and pharmaceutical products can be seen at a Corona, Calif., plant.

The Exchange Lemon Products Co. receives fruit from its members throughout the entire lemon producing area, from central California to the Mexican border, and from Phoenix, Ariz., to the Pacific. In recent years, huge trucks have delivered an average of 150,000 tons annually to this plant for processing.

Originally the company manufactured only citric acid. Now it makes more than 300 products, product variations, and by-products.

Incoming loads of lemons, after weighing, are unloaded onto conveyors. Technicians analyze the samples and specify the use to which each lot shall be put. From the receiving bins, the lemons pass inspectors who remove any individual fruit with inferior juice quality or flavor.

To maintain quality at a high level, all warehousing at Corona and the 225 distribution warehouses handling these products in the United States and Canada is maintained at 10° below.

Shipment is made under mechanical refrigeration wherever possible. For this purpose, the company utilizes all available mechanically refrigerated railway cars.

This is considered distribution economy, since these cars, supplied by the Santa Fe, have a greater capacity than the old-fashioned, ice-cooled reefers. They

assure maintained low temperatures and low losses due to product damage while in transit.

Wherever materials handling jobs are to be done, elevators, conveyors, and mechanical handling equipment have minimized manual handling. Incoming and finished packages are palletized and handled throughout the operations by fork-lift trucks. In the open areas, gasoline-powered lifts are used while electric trucks serve closed areas.

One of the more interesting handling operations is the movement of about 80 tons of sugar per day in the manufacture of lemonade. Here, specially designed hopper-bottomed trucks deliver the sugar to the company's sugar system. A closed conveyor takes it to a storage bin and from there it moves to a series of weigh-bins mounted on an overhead monorail track. These then are moved easily to the stainless steel "cold wall" tanks where the lemonade is formulated to laboratory specifications and cooled. •

(Resume Reading on Page 38)

and Firms are Arranged Alphabetically

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HARRISBURG WAREHOUSE CO.

GENERAL MERCHANDISE STORAGE
POOL CARS DISTRIBUTED
BRICK BUILDING—LOW INSURANCE
STORE DOOR DELIVERY ARRANGED FOR
PENNA. R. R. SIDING
OPERATING KEYSTONE WAREHOUSE

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INC. 1906

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Member of May.W.A.—PFWA



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Delaware County's Leading Movers

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MOVING-STORAGE-PACKING-CRATING

ONLY ONE OFFICE—Centrally located at
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Telephone: KI 4-3600 Teletype Swarthmore, Pa. 1996



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Member of A.W.A.—P.W.A.

COMMERCIAL WAREHOUSING CO.

Meadow and Wolf Sts. Philadelphia 48

Complete Storage and Distribution Service
Private Siding • Pool Car Distribution
Low Insurance Rates

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Penn & Unity Streets, Philadelphia 24, Pa.

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- ★ Over 800,000 square feet of ideal storage space
- ★ Four buildings in south, central and northeast sections of the city including convenient water-front locations
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- ★ Pool car distribution
- ★ Export packaging
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400,000 Square feet of well-planned storage space

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400 Trucks, tractors and trailers

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11

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MERCHANTS WAREHOUSE CO.

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**warehousing is
profitable in**

PHILADELPHIA

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Workmen are careful and competent. Modern mechanized equipment moves the most difficult commodities safely and swiftly. Exceptional rail and highway facilities. One- to 10-ton trucks for fast store-door delivery. Write us today for full information about the money-saving advantages "Pennsylvania" offers you in Philadelphia.

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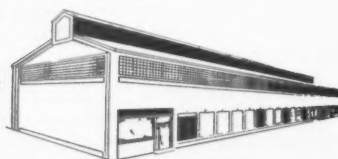
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150,000 sq ft. One floor



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Specialized—Storage-In-Transit—Now—Through Rates Protected
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Located on the Frisco-Illinois Central & Missouri Pacific & L&N
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Furniture Warehousemen's Association, Allied Van Lines, Inc.

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Alpine 5-2738

NASHVILLE 1, TENN.

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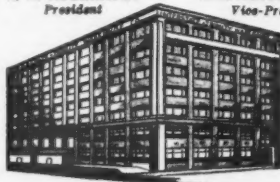
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STORAGE & VAN CO.
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- COLD STORAGE

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Mds. warehousing and distribution. Private railroad siding. Pool
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NATIONAL FURNITURE WAREHOUSEMEN'S ASSN.

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Agent: Allied Van Lines, Inc.
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Private RR Siding
Automatic Sprinkler
Accurate Accounting
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The Most Logical Distribution Point for
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ONE coordinated warehousing and pool-car distribution service

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Phone HEMlock 5-6164

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W. F. KERWIN, JR., VP. & Mgr.

Legs on Van . . .

(Continued from Page 35)

reduce insurance rates considerably, reduce tire costs, and free running gear for delivering other containers.

Legs Retract

Legs nest in recesses that fit against the inner skin of the van during travel. Each leg raises and lowers in a heavy sleeve. A heavy keeper pin, fastened by a cotter pin, fits through the holes in both the sleeve and leg. This holds the leg up during travel or down for support.

Each sleeve forms the head of a T. The stem of this T slides out of a sturdy channel under the floor of the container. Spurs on the stem of the T restrict its outward movement. In travel, opposing stems butt together in the same channel.

When spotting a box, each leg first is pulled down and pinned so the foot pad is an inch or two off

the ground. Then the sleeve and leg are pulled out from the box. A steel cable from the top of the leg runs over a pulley in the top of the leg's recess and thence to a counterweight. This makes it easy to raise and lower the heavy legs.

Where heavy freight requires added support, A-type legs are available.

The cradles are hydraulically raised and lowered. A central piston between cradle and frame is driven by the power take-off. Four arms are at the corners of the cradle and connected to the frame. As the box rises these arms carry it up and back. They rise evenly no matter how unbalanced a load might be. This is due to the geometric rule that opposite ends of a parallelogram stay parallel to each other.

Dished feet or pads on the legs help to give a solid footing on slopes or in moderately soft ground.

The long-haul trailer is arranged so that only one box is hoisted at a time. It is provided

with two cradles, each raised independently. The rear cradle is 6 in. lower than the forward one which rides over the fifth wheel.

Several container lengths for special uses already have been used. A 10 x 20-ft box has been set on the 33-ft long-haul trailer that usually carries two 16-ft boxes. The 16-ft boxes have been used in two sizes—the standard 700 cu ft unit which is 86 in. wide and 78 in. high, and the 900 cu ft with 90-in. inside width and height.

A freight forwarder serving New York from 125 miles away estimates he will save \$89,000 a year with 10 containers, two trucks with cradles, and a long-haul trailer. He plans two round trips a day with the long-haul trailer. A single trip with a conventional tractor-trailer takes a day and a half.

In this operation, some deliveries will be stepped up as much as 24 hours. He will be able to keep the big trailers out of congested city streets.*

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Merchandise Storage
Pool Car Distribution
Transit Storage
Household Goods Storage
Heated—Unheated—Yard
Storage
Waterfront Facilities
Stevedore Services

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Public Bonded
70 Car Track Capacity
Modern Handling Equip-
ment
Private Siding on C&NW
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Reciprocal Switching all
lines



Complete local and over-the-road truck services
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MOST MODERN
AFFILIATE — HANSEN STORAGE OF MADISON INC.

MILWAUKEE, WIS.

—Phone Marquette 8-7091

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Modern Building, Reinforced Concrete Construction

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SUPER-LIFT LEVER DOLLY

LENGTH	LIFT	SHIPPING WT. (pair)	POUNDS CAPACITY	PRICE (ea.)
4' 8"		36	3000	16 ⁰⁰
5' 8"		62	3750	17 ⁰⁰
6' 8"		76	4500	18 ⁰⁰
7' 8"		88	5250	19 ⁰⁰

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Immediate Delivery

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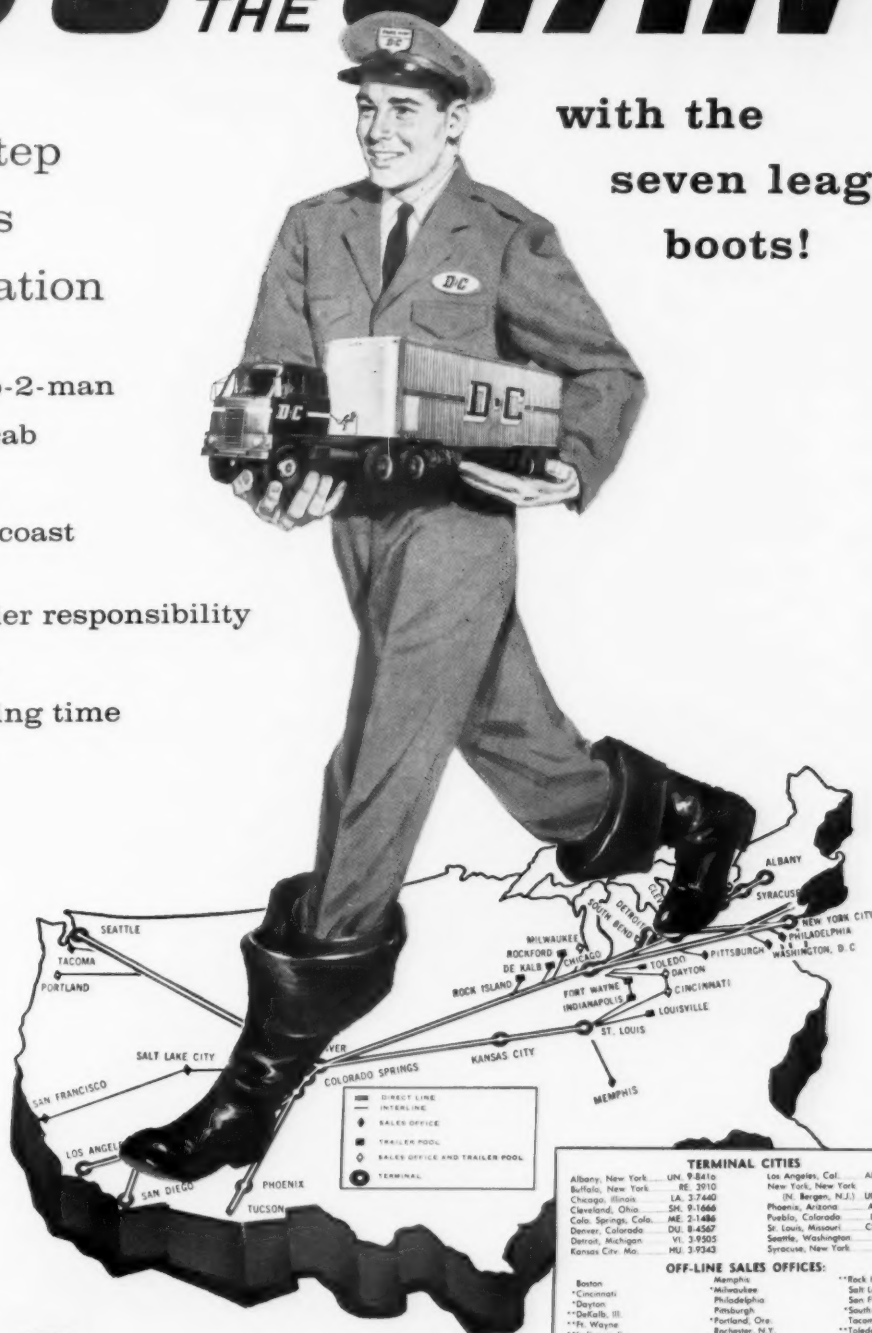
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non-stop-2-man
sleeper cab
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coast-to-coast

one carrier responsibility
cuts 20%
off running time

with the
seven league
boots!



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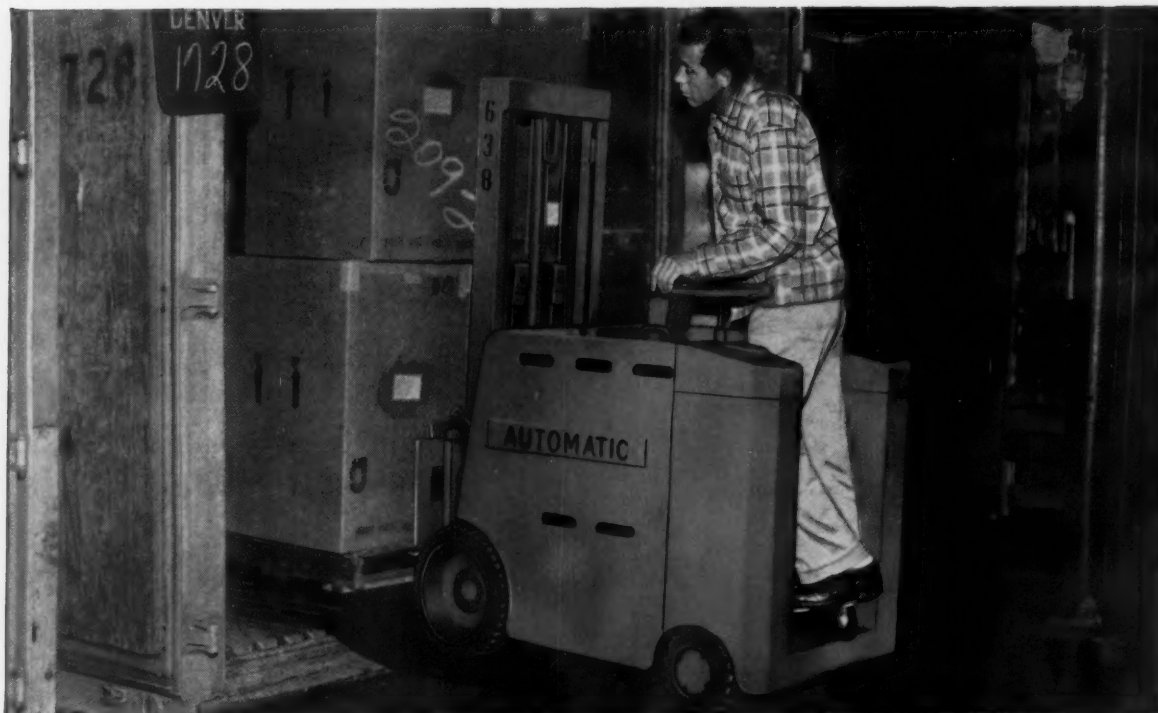
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*With Trailer Pool

**Trailer Pool Only

Automatic DOCKER...THE LIFT TRUCK THAT WORKS WHERE OTHERS CAN'T



*Shortest in its class...
unmatched for easy
maneuvering...and for
efficient low-cost operation*

This extra-compact, more maneuverable truck offers more advantages than any other of its type for materials handling in any industry. It is especially desirable where space is limited...works with ease inside trailers and in aisles, with or without pallet racks, too narrow for other similar trucks.

What's more, direct comparison shows clearly how definitely superior the DOCKER really is. Note the figures at right.

MAIL COUPON for complete specifications and FREE "COST-CUTTER" that shows how to chart and analyze your own materials handling needs.

CAPACITIES: 1000 to 4000 pounds

Factory Service Available in over 100 cities

AUTOMATIC TRANSPORTATION COMPANY

Division of The Yale & Towne Manufacturing Company

Dept. P-7, 115 West 87th Street, Chicago 20, Illinois

**WORLD'S LARGEST EXCLUSIVE BUILDERS
OF ELECTRIC-DRIVEN INDUSTRIAL TRUCKS**

	DOCKER	TRUCK A	TRUCK B	TRUCK C
2000 LBS. WITH LOAD LENGTH OF	48"	30"	40"	30"
SHORTER..... OVERALL LENGTH LESS FORK	53½"	65½"	65½"	64"
SAFER-EASY ON, EASY OFF..... STEP HEIGHT	7"	13"	13¾"	13¾"
MORE PRODUCTIVE..... LIFT SPEED F.P.M.	65	55	45	45
MORE VERSATILE..... GRADE CLEARANCE	45%	43.4%	45%	35%
MORE MANEUVERABLE... TURNING RADIUS	56"	59"	64"	57"
MAXIMUM HEAT PROTECTION. CLASS H, SILICONE INSULATED MOTORS-ALL MODELS	Yes	No	No	No

Automatic Transportation Company

Dept. P-7, 115 West 87th St., Chicago 20, Ill.

Please rush me complete specifications for Automatic DOCKER...also
FREE COST-CUTTER Booklet.

Firm
Name.....by.....

Address.....

City &
Zone.....State.....

Circle No. 28 on Card, Facing Page 49, for more information